Board of Trade Journal

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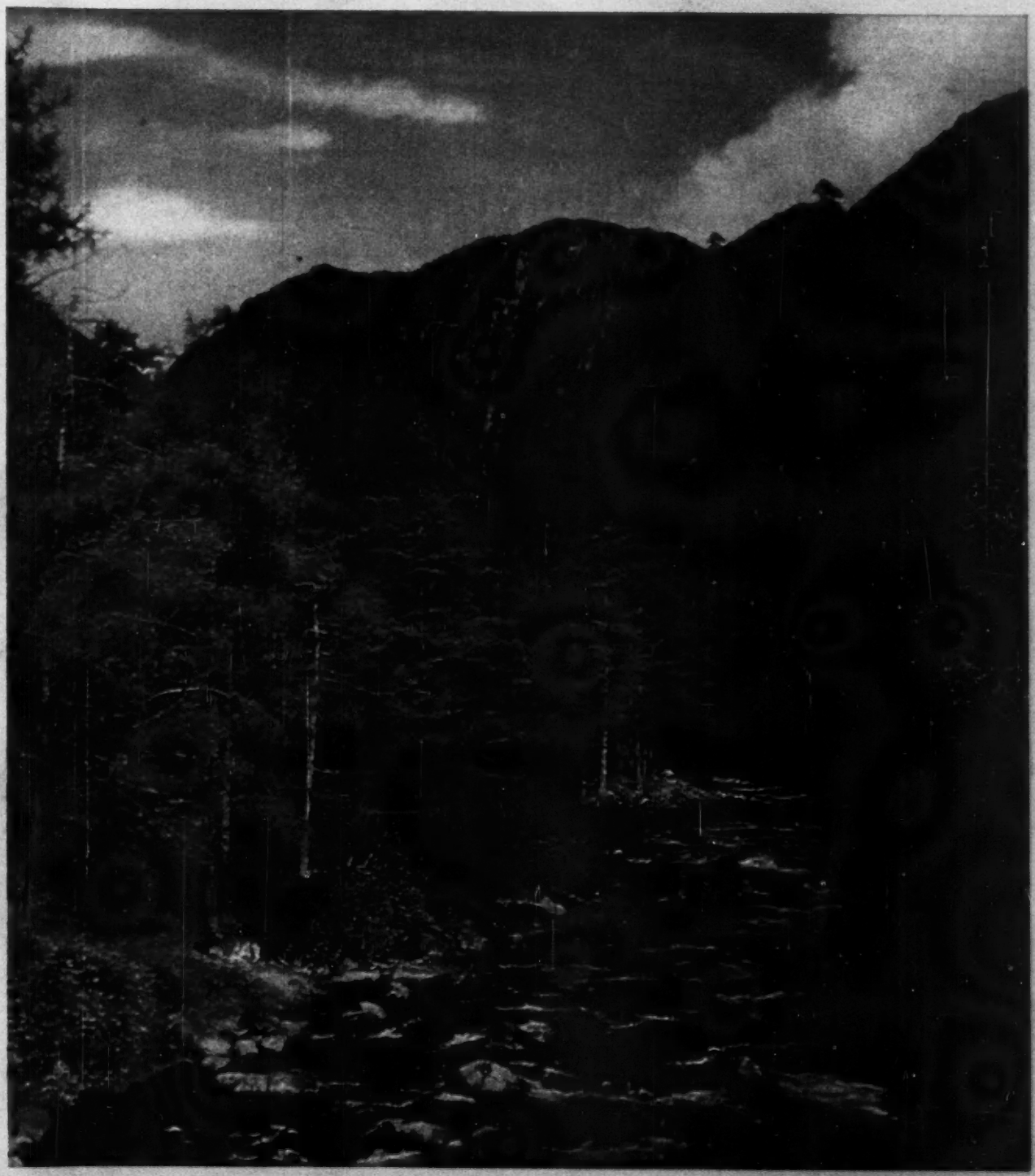

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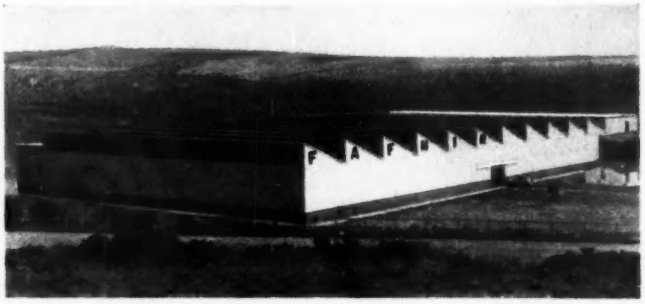

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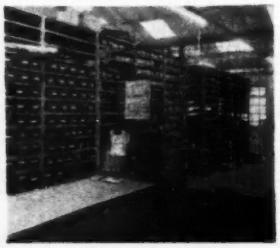

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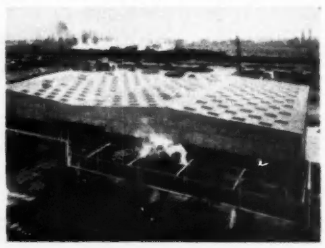

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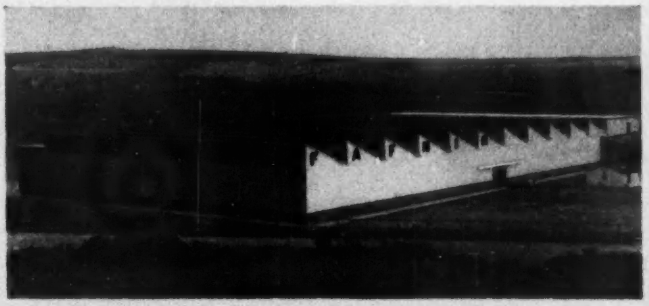

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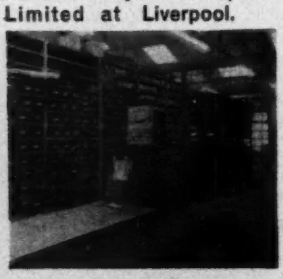

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INDUSTRY AND THE DEVELOPMENT DISTRICTS (7)

The rise of industry in North-west Wales

By R. W. DANIEL, BOARD OF TRADE CONTROLLER, OFFICE FOR WALES.

This is the final article in this series. The introductory article, 'Opportunities for businessmen with expansion plans in mind', was published on August 7. Succeeding articles have been on Northern Ireland (August 14), the North-west (August 28), Scotland (September 4), the Northern Region (September 11) and the South-west on September 18.

Crane-top view of the foundation works for the reactor building of the 1,180,000 kilowatt nuclear power station at Wylfa, Anglesey. Good progress is being made on site by the English Electric, Babcock and Wilcox, Taylor Woodrow atomic power group who are building this station for the Central Electricity Generating Board. The station is scheduled to supply power to the network in 1968-69. In foreground of picture are the foundations for reactor No. 2 with the common equipment building behind and the reactor No. 1.

NORTH-WEST WALES, comprising the counties of Caernarvonshire, Anglesey and Merionethshire, has long enjoyed a high reputation with holidaymakers for its splendid mountainous interior and long unspoilt coastlines. Few tourists, however, are ever aware of the substantial amount of new factory building which has taken place there in the post-war years, representing the development of an entirely new manufacturing industry which is now a vital part of the local economy.

Apart from contributing to the overall prosperity of North-west Wales, this has resulted in much needed diversification of the area's employment structure, and provided jobs for those who would have otherwise been unemployed or compelled to leave the area in search of work, following the decline in employment available in the traditional local industries of agriculture and slate quarrying. The growth of manufacturing industry has also opened up the labour market for women, for whom work was previously available only on a limited scale, primarily in the service trades catering for the holiday industry, and that of a seasonal nature and concentrated in the principal resort towns and touring centres.

These new developments have taken place in response to a demand for the supplementing of employment in existing industries, not for its replacement. North-west Wales remains primarily agricultural in character, and there are indications that the slate industry of Snowdonia has now reached a plateau of stability after a long period of decline. In the face of a strong demand for slate, some firms in the industry are endeavouring to modernize production methods and greatly increase productivity. The tourist industry caters for widely differing types of holiday, and is alive to the need to provide for the more sophisticated tastes now emerging.

Prior to 1939, manufacturing industry in North-west Wales was limited to an aluminium plant in the Conway Valley, an explosives factory in Merionethshire and a few old-established 'traditional' Welsh woollen mills. The initial impetus towards further industrialization was the construction by the Government, for strategic reasons, of wartime factories at Llandudno Junction, Beaumaris, Bangor, Llanberis and Pwllheli. After the war, these were successfully turned over to peacetime production, and now make a substantial contribution to employment in the area.

The full story of the post-war industrial build-up has been one of successful combination of private initiative and Government enterprise. In the earlier years, North-west Wales was still, from an industrial viewpoint, a new, untried area with no recent industrial tradition and a labour force almost wholly unskilled and unfamiliar with factory work. Yet a number of firms selected locations there and subsequently prospered. Among them was a Derbyshire firm of furnishing fabrics and pvc leathercloth manufacturers which in

(Continued on page 675)

The Amlwch Anglesey works of the Associated Octel Co. Ltd., where bromine is extracted from sea water and converted to ethylene di-bromide.

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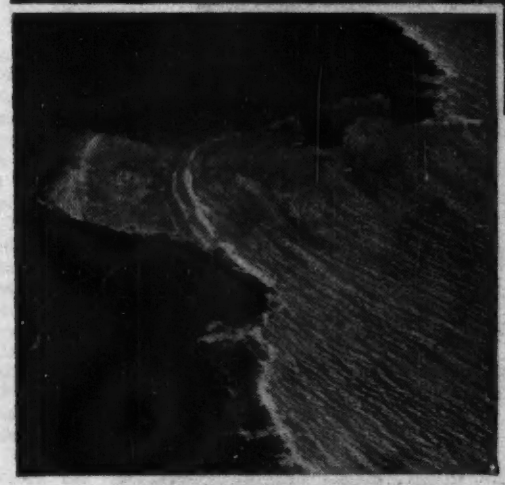

Room to live

To those who have worked in Britain's crowded industrialised and over-populated centres, Wales presents a new conception of living near the job. Beautiful countryside and a glorious coastline are close at hand, even to the larger towns with their modern stores and spacious residential districts. The educational facilities, extensive and most advanced, are second to none. Wales abounds in provision for recreation for the young and their elders. . . .
It is a wonderful land in which to work and relax . . . in which to enjoy a really full life.

Room to expand

The rate of industrial expansion in Wales in recent years has transformed the Principality. And the pace is quickening! There is today a broad pattern of economy embracing innumerable individual industries. The traditional resources of coal and steel are augmented by cheap power, clean air and water, good and rapidly improving communications, ample port facilities and adaptable, willing workers. Excellent sites for factories are available . . . in many cases with Government assistance . . . and the keenest possible co-operation of the Local Authorities everywhere.

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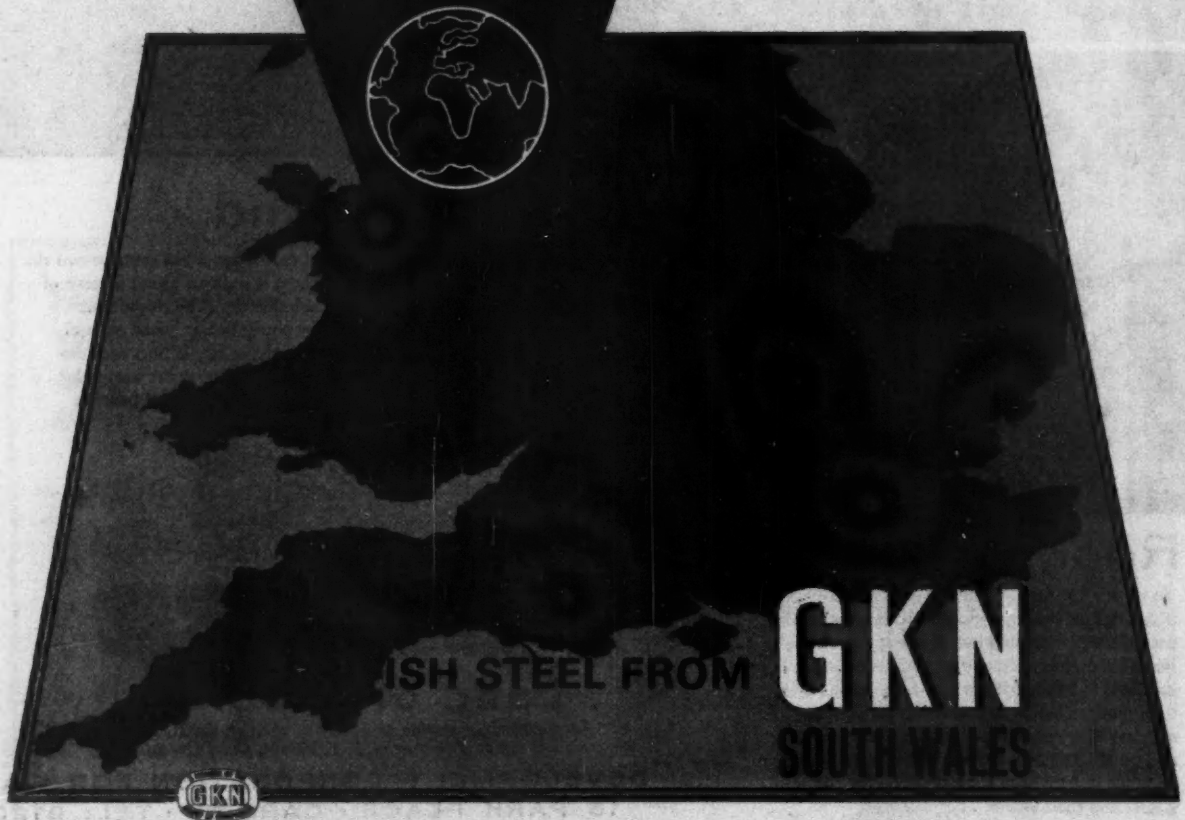

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An advance factory in course of construction at Bethesda.

INDUSTRY IN NORTH-WEST WALES, *continued*

1948 established a branch factory in a former woollen mill to manufacture plastic coated fabrics. Over the years, output and employment have expanded at an increasing rate, and the Caernarvon factory operated by Bernard Wardle (Everflex) Ltd. now considerably exceeds the Derbyshire establishment in size. The firm's faith in Caernarvon as a suitable location is admirably shown by its recent decision to undertake a major expansion scheme there, which upon completion will make the Caernarvon factory one of the largest manufacturing units in North-west Wales.

The considerable expansion of capacity by the motor industry in 1960/1961 involved some measure of decentralization by the major manufacturers from their established manufacturing centres. North-west Wales benefited from this by the decision of Ferodo Ltd. to build a 300,000 square foot factory on the outskirts of Caernarvon, for the manufacture of brake and clutch linings. This impressive modern building, situated close to the sea with the mountains of Snowdonia in the background, was officially opened in 1962 by HRH Princess Margaret, Countess of Snowdon, accompanied by the Earl of Snowdon.

The Government has played an active role in encouraging the industrial development of North-west Wales, and financial assistance has been made available to incoming industry for a number of years. Development districts at present are Anglesey, Caernarvon, Blaenau Ffestiniog and Portmadoc and Pwllheli, which adjoin one another to cover the entire area excepting only districts of Caernarvonshire to the east of Bangor, and southern Merionethshire. The full range of benefits under the Local Employment Acts 1960 and 1963 is available in each development district, and industrial development certificates can generally be issued with a minimum of formality.

Through the Industrial Estates Management Corporation for Wales, the Board of Trade has built a number of factories at different locations in the area. In 1960, such a factory was built at Holyhead, Anglesey, in advance of demand, as part of an experiment to ascertain whether the availability of vacant premises built for letting in areas of high unemployment was an attraction to industrialists. Before completion, a Birmingham firm of electrical component manufacturers, Midland Electric Manufacturing Co. Ltd., had agreed to take the factory. The original experiment has since proved well justified; the firm has exceeded its original employment target, and now plans to extend its Holyhead factory to more than twice the original size, with a proportionate increase in employment.

The quick success in finding an occupant for the Holyhead Advance Factory encouraged the Board of Trade to follow this up by the construction of other factories in advance of demand. A factory recently completed at Portmadoc has been taken by Independent Metal Processes Ltd., of Oxshott, Surrey, manufacturers of industrial polishing equipment. Another factory is under construction at Bethesda. This will be a single storey building of 9,890 square feet (of which 7,750 square feet will be production space) with a height of 14 feet to the eaves. It will front the main A5 road. An Advance Factory is also planned for Llangefni (Anglesey).

Two of the most satisfying aspects of the new industrial growth are its diversity and its diffusion throughout the area, often enabling quite small towns and villages to benefit from the employment offered. On the island of Anglesey, where about one in five of the insured population is now engaged in manufacturing industry, this is particularly marked. At the port of Holyhead, there are clothing, electrical component, and toy manufacturers, while at nearby Wylfa Head, Britain's largest nuclear power station is under construction. In the county town of Llangefni, firms make engraved printing cylinders, clothing and small transformers; the coastal town of Amlwch has a chemical plant and an industrial clothing factory; at Beaumaris, there is the large marine craft and engineering works of Saro Ltd., while in the village of Llanerchymedd, a lampshade factory was recently opened by a firm which has transferred all its production from London.

Industry in the Caernarvonshire Development Districts is similarly diverse – electric meters, castings and knitwear at Bangor; paints and metal fittings at Bethesda; and in the Caernarvon area products range from corsets to powder compacts and from industrial clothing to mining machinery. At Portmadoc and Pwllheli, a number of small firms are engaged in engineering, boatbuilding, paint manufacture and decorative metalwork, while in Blaenau

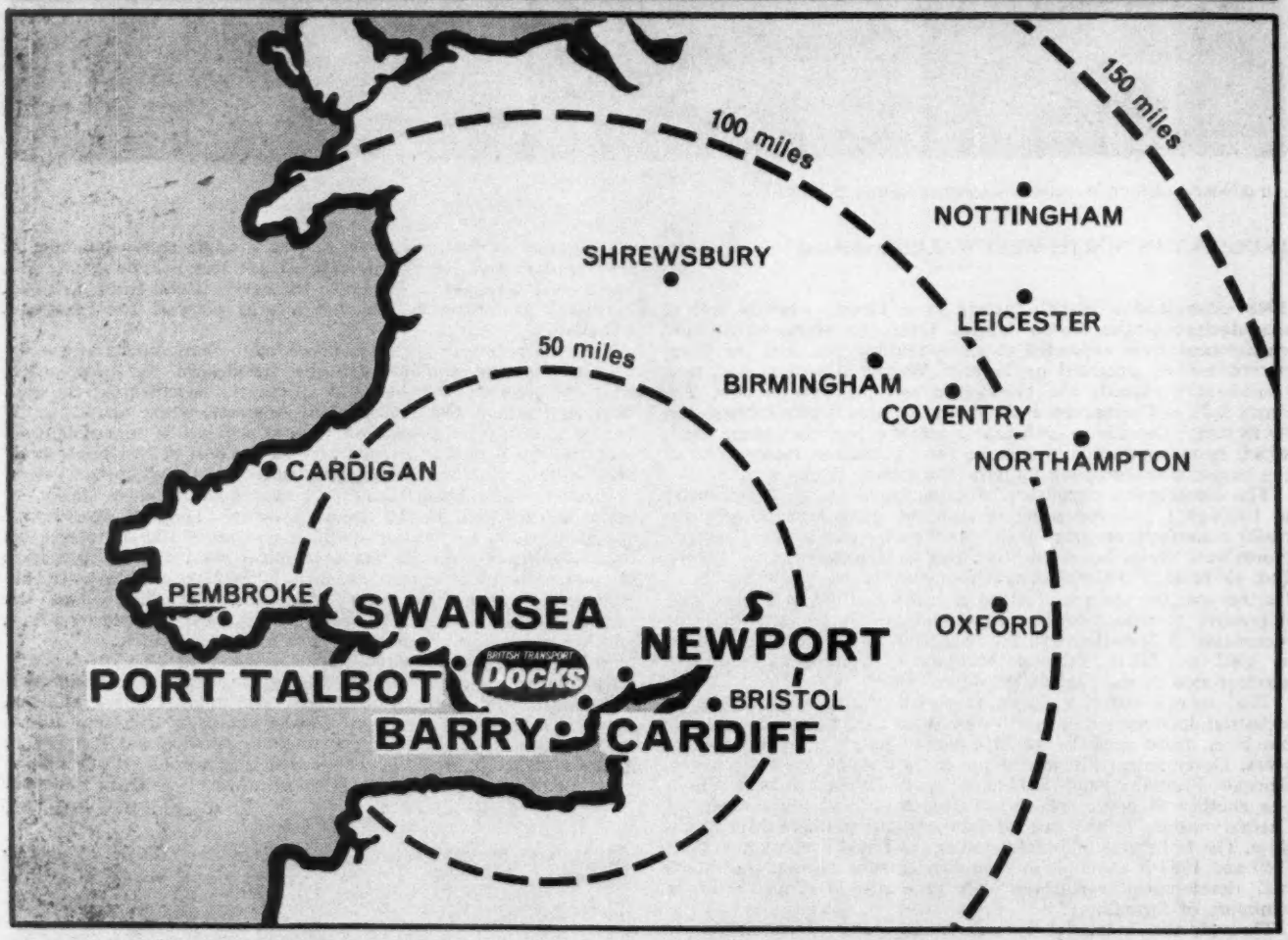
Continued on page 677

Harlech Castle dominates the surrounding countryside of Merioneth.

SOUTH WALES DOCKS

(Cardiff, Swansea, Newport, Barry, Port Talbot)

Serve the Midlands and South Wales



Improved docks facilities, development plans, better road and rail distribution, frequent cargo liner services and good labour relations are making the South Wales Ports of Cardiff, Swansea, Newport, Barry and Port Talbot increasingly attractive shipping centres for Midlands and South Wales industries.

BRITISH TRANSPORT Docks

Further information from: Chief Docks Manager, South Wales Docks, Pierhead Building, Cardiff.

British Transport Docks is a publicly-owned Board operating AYR, BARROW, BARRY, BURNTISLAND, CARDIFF, FLEETWOOD, GARSTON, GOOLE, GRANGEMOUTH, GRIMSBY, HARTLEPOOLS, HULL, IMMINGHAM, KING'S LYNN, LOWESTOFT, METHIL, MIDDLESBROUGH, NEWPORT, PLYMOUTH, PORT TALBOT, SILLOTH, SOUTHAMPTON, SWANSEA, AND TROON DOCKS.

A NATIONWIDE PORTS SERVICE

INDUSTRY IN NORTH-WEST WALES, *continued*

Ffestiniog (Merionethshire), where the Trawsfynydd Nuclear Power Station is nearing completion, food machinery and clothing firms have been established for a number of years.

The quantity of new industry which has already come to North-west Wales is impressive, supporting the view that locations there have positive advantages. Communications with the main industrial centres of England are good: the A5 trunk road crosses the area, and the main London-Holyhead railway line also has connections to the Midlands, Merseyside, and South Lancashire. Reserves of male and female labour are available throughout the area, although as elsewhere, skilled labour tends to be at a premium. But the local labour force has proved itself responsive to training and well able to shoulder responsibility. The standard of both secondary and technical education is high, and young people show a keen interest in factory employment, especially if given opportunities for acquiring skills and prospects of advancement. Grants towards the costs of training employees are available from the Ministry of Labour. Local authorities give every encouragement to developing industry, and can be relied upon to co-operate fully. Some authorities are developing industrial estates, and the Board of Trade is of course ready to consider building factories for suitable projects.

Another advantage, perhaps not so tangible to those who have not yet experienced it, but fully appreciated by those who have chosen to develop in North-west Wales, is that the area offers a really pleasant environment in which to work and live. Many of the factories built in recent years have been successfully harmonized with rural surroundings. The area offers the facilities associated with modern urban living, with the addition of opportunities for relaxation and recreation on a scale unrivalled in most other parts of Britain. Mountain climbing, fishing and golf are catered for handsomely. Sailing is becoming increasingly popular in the coastal waters, and a number of places have developed as yachting centres, attracting enthusiasts from a wide area. In an age when there is growing appreciation of the value of combining work and leisure, the attractions of North-west Wales are becoming increasingly apparent to modern industrialists.

Transformation of the Welsh economy

THE striking changes described in this article are only one section of the post-war transformation of the economy of Wales. In the Principality as a whole, more than 50 million square feet of industrial building has been completed since 1945 with an employment potential of substantially more than 100,000 workers. At least four-fifths of this space was privately financed, clearly indicating new found confidence in Welsh locations for industrial developments. Yet statistics of post-war building do not give a complete picture of the role played by the Board of Trade in introducing new industry into the Principality. Account must also be taken of the very large area of war-time Government factory building which, after 1945, was successfully converted to accommodate new industry moving into Wales. If this is added to post-war industrial building by the Board of Trade, Government provided factories now employ about 75,000 people. At least 30 of these factories have been sold to firms at present occupying them. Because of the introduction of new manufacturing industry on this scale, the former Wrexham Development Area and the greater part of the old South Wales Development Area are no longer experiencing such high and persistent unemployment as prevails in some other parts of Britain. The full range of benefits which can be offered to industrialists under the Local Employment Acts is now confined therefore to the parts of North-west Wales described above and to the Milford Haven area of Pembrokeshire and the Rhondda, Llanelly and Ammanford areas of South Wales.

The Trawsfynydd nuclear power station seen from Trawsfynydd lake. The station has been built for the Central Electricity Generating Board, Northern Projects Group.

Ferodo Ltd.'s friction material factory Caernarvon, which employs some 800 people, and which has been commended by the Civic Trust under its Amenity Award Scheme.

Government assistance in Development Districts

Under the Local Employment Acts, 1960 and 1963, the Board of Trade are able to offer assistance for suitable projects providing additional employment in development districts in any or all of the following ways:

1. **by providing premises for rent or purchase;**
2. **by making a building grant of 25 per cent of the cost of erecting a new building or extending or adapting an existing building;**
3. **by making a grant of 10 per cent of the cost of acquiring and installing plant and machinery in an industrial undertaking; and**
4. **by making loans (and, in some cases, grants), for any kind of expenditure involved in setting up or expanding a business in such a district.**

In addition the Ministry of Labour can offer grants towards the cost of training labour and can pay allowances to unemployed local labour temporarily transferred to the parent works for preliminary training and to key workers transferred temporarily or permanently from the parent works to the new locality.

Under the Finance Act, 1963, investment in certain new plant and machinery in productive industry may be written off for tax purposes at whatever rate the company chooses.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Britain's programme of technical co-operation in Latin America

—Mr Edward Heath

SPEAKING AT THE Anglo-Chilean Society Independence Day luncheon in London on September 21, Mr Edward Heath, Secretary of State for Industry, Trade and Regional Development, said that in the last two years Britain had begun a programme of technical co-operation both in Chile and in other countries of Latin America which they believed would develop into something of real and lasting benefit to all.

Continuing, he said we wanted to make our own distinctive contribution to the continent's development because we ourselves had a vital interest in it. Nowhere was this truer than in Chile. He instanced Britain's help with the training of electrical workers and artisans in Santiago, and the setting up in collaboration with the Chilean Development Corporation an Anglo-Chilean school for skilled workers in Valparaiso. The British Government and British industry together were helping to advise the Chilean Government on the establishment of a PVC industry and on the drainage and irrigation of the Diguillin Valley. Although this programme was only one year old it was already one of the most important outside the Commonwealth.

Referring to 'the wider Latin American scene,' the Secretary of State said: 'The area covered by the Latin American Free Trade Association far exceeds that of any European groupings and the technique for economic co-operation has to be worked out in a way suited to many widely differing economic systems. The ultimate gains could match the scale of this vast undertaking. We do not mean to neglect opportunities there.'

He said we had recently demonstrated our interest by setting up the Committee for Exports to Latin America under the new British National Export Council. He was confident that we should find means to enable a substantial and increasing volume of trade to be done with the Latin American countries, particularly in those capital goods which they so urgently needed.

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development discusses a point with Mr. C. J. Macdonald of the Harris Tweed Association during his visit to the Association's stand at the Enterprise Scotland Exhibition earlier this month.

Members of British National Export Council announced

SIR WILLIAM MCFADZEAN, who recently accepted the invitation of the Secretary of State for Industry, Trade and Regional Development, to be chairman of and form a British National Export Council (see *Board of Trade Journal*, July 24, page 171) announced its membership in London on September 16 as follows:

Chairman

Sir William McFadzean, Chairman, British Insulated Callendar's Cables Ltd.

Representatives of Government departments

Board of Trade, Sir Richard Powell, Permanent Secretary.

Commonwealth Relations Office, Sir Algernon Rumbold, Deputy Under-Secretary of State.

Foreign Office, Sir Charles Johnston, Deputy Under-Secretary of State.

Representatives of sponsoring organizations

Association of British Chambers of Commerce, Mr. R. L. Wills, President.

The City, Sir Thomas Bland, Deputy Chairman, Barclays Bank Ltd.; Mr. Cyril Hugh Kleinwort, Director, Kleinwort Benson Ltd.

Federation of British Industries, Sir Norman Kipping, Director-General.

National Association of British Manufacturers, Mr. Leslie A. W. Jenkins, President.

Trades Union Congress, Sir Harry Douglass, General Secretary, Iron and Steel Trades Confederation; Chairman, Trades Union Congress Economic Committee.

Chairmen of existing Export Councils and Area Committees

Committee for Exports to Canada, Mr. Peter C. Allen, Deputy Chairman, Imperial Chemical Industries Ltd.

Committee for Exports to Latin America, Sir Berkeley Gage, formerly HM Ambassador in Peru.

Committee for Exports to United States, The Rt. Hon. Viscount Watkinson of Woking, Group Managing Director, Schweppes Ltd.

Council for Middle East Trade, The Rt. Hon. the Earl of Inchcape, Chairman, Inchcape & Co. Ltd.

Export Council for Europe, Captain A. R. Glen (Chairman from November 11, 1964), Chairman, H. Clarkson & Co. Ltd., Director, British European Airways.

Members invited by the Chairman to serve in their personal capacities

Mr. R. S. Cumming, Chairman, The Distillers Co. Ltd.

Sir Hugh Fraser, Chairman and Managing Director, House of Fraser Ltd., Chairman, Harrods Ltd.

Sir Stanley Harley, Chairman and Managing Director, Coventry Gauge Ltd.

Mr. G. W. Harriman, Chairman and Managing Director, British Motor Corporation Ltd.

Sir Cyril Harrison, Chairman, The English Sewing Cotton Co. Ltd.

Mr. H. R. Mathys, Deputy Chairman, Courtaulds Ltd.

The Rt. Hon. Lord Nelson of Stafford, Chairman, The English Electric Co. Ltd., Director, Bank of England.

The Rt. Hon. Lord Netherthorpe of Anston, Chairman, Fisons Ltd., Joint Deputy Chairman, Richard Costain Ltd.

Sir Denning Pearson, Chief Executive and Deputy Chairman, Rolls-Royce Ltd.

Sir Harry Pilkington, Chairman, Pilkington Brothers Ltd., Director, Bank of England.

Sir Jules Thorn, Chairman and Managing Director, Thorn Electrical Industries Ltd.

Sir John Wedgwood, Deputy Chairman, Josiah Wedgwood & Sons Ltd.

Mr. Ion Earle, Director, 21 Tothill Street, London, S.W.1. Whitehall 2256.

Speaking of the membership Sir William McFadzean said he would like to make three main points.

The first was that the BNEC was essentially a national co-operative body and that its membership therefore comprised representatives from Government departments particularly concerned; from the National Organizations who were actively sponsoring the body; from the existing Area Export Councils and Committees who would be such a vital part of their operation; and from British industry and commerce without whose support nothing would be achieved.

'My second point,' he continued, 'is that this is a very high level Council, as it must be to achieve its great objectives of keeping the overall British export effort under constant review; ensuring the right effort is made in the right places and made quickly; achieving a desirable overall co-ordination; and generally being concerned with the determination or at least recommendation of major policy and strategy. I have therefore tried – and I think can humbly claim to have succeeded – to get many wise and experienced men together whose primary tasks will be to make their full contribution to our Council discussions on overall policy, strategy and action

From left to right, Mr. V. C. Crabbe, First Secretary, Uganda Government Solicitor General's Office, Mr. Paul Massarik of Cementation Ltd., and HE Adoko Nekyon, Uganda Minister of Planning and Community Development, who also holds the portfolio of Minister of Finance in the Uganda Government, signing the contract for the construction of a £2 million hotel of international standing. The hotel, to be built by Cementation Ltd., will have ten storeys, 300 bedrooms and a rooftop night club.

and also in encouraging and helping British Industry to still greater export effort.

'Thirdly, the representatives from industry have been invited in their personal capacities, but in choosing them I have naturally also had some regard to achieving as wide a representation of industries and areas, and of different categories of export, as has been possible in the relatively small membership of the Council.

'And here I want to pay a very special tribute to the men who have agreed to serve – men who are already extremely busy but are prepared to do even more in this national endeavour. My problem has been not who would serve but whom to ask.'

Turning to the existing Area Export Councils and the Area Committees now being formed, Sir William said that these had a vital part to play particularly in implementing policy in their respective territories and with British industry and commerce. In the discharge of their responsibilities they would certainly be given maximum authority to use their initiative to the full, for different areas required different methods and there could be no uniform approach.

Although we could not possibly, nor would it be justified to, try and cover the world with Area Committees, he was confident one of their first actions would be to create one or two more to cover territories which required a much greater export effort than was being given to them now – as, for example, parts at least of the British Commonwealth. In the matter of Area Bodies this Council would have to be, as in all things, extremely flexible in its thinking and action.

Sir William concluded by saying:

'One last word about the BNEC itself. Area Export Councils have by their very nature always been regarded as temporary bodies, although I believe some Area Committees will always be necessary. But always assuming it justifies itself in its results, I visualize the BNEC as a permanent Council – although let me hasten to add not myself as a permanent Chairman.

'BNEC must therefore not only try to take action to effect an immediate improvement in our exports but also give increasing thought to medium and long term requirements. High amongst the latter I place the training of young men, for exporting is a very specialized business calling for people highly trained in its arts. Calling, too, for a planned and sustained effort by all concerned, for exporting is not something that should be tackled in spasms but a vital everyday requirement of our national endeavours.'

Sponsorship of electronics

THE BOARD OF TRADE announce that the rapid growth in the importance of electronics in the economy makes it necessary to re-state the sponsorship responsibilities of the various Government Departments concerned. The Ministry of Aviation is concerned with all applications of electronics in the fields of defence, aviation, radio and television. The Post Office is concerned with applications in telecommunications. All other industrial applications of electronics, including computers, are the concern of the Board of Trade.

Disposal of tungsten ore from the former strategic stock

The Board of Trade announces that it is resuming sales of tungsten ore from the former strategic stock from September 25, 1964. Sales will be made as hitherto on normal commercial terms through the Board's agents – British Tungsten Limited, from whom details of grades of ore currently available may be obtained.

The rate of sales will be restricted so as not to disrupt the market and will be subject to review in the light of developments.

Joint London and Birmingham trade mission to Asia

FOLLOWING THE success last year of the Joint London and Birmingham Chambers of Commerce Working Group to Hong Kong and Japan, when members reported business booked or in prospect valued at £2-£3 million, British businessmen are again being invited to participate in a similar but extended trade tour in February, 1965. This time the methods successfully adopted for Japan and Hong Kong will be extended to Thailand and the Philippines.

The group will benefit from foundations laid by formal British trade missions arranged or supported by the two Chambers which have visited all four countries in recent years. It will carry out a succession of 'follow up' operations designed to profit from the previous London and Birmingham Chambers of Commerce activities here and in the countries the group will visit. In this respect members will gain great advantages from the speed at which business contacts will be made; the ability to profit from the experience of fellow group members; the engagements which will be organized by host organizations (these engagement although minimized to allow members maximum individual freedom will also lead to top level contacts), a flexible programme which will allow members to operate within the group or as individuals, and the very considerable prestige which will attach to the group. It will be accompanied by a senior and experienced Chamber official.

The group will not exceed 20-25 members but a special feature will be arrangements enabling members to join it either at the commencement or subsequently – subject to vacancies existing along the route. The whole tour has been arranged to minimize coinciding with local holidays or religious occasions.

Provisionally the departure date is set for February 23, when the group will fly to Japan for sixteen days. From there it will visit Hong Kong for ten days, and the Philippines for ten days. Finally, the tour will terminate in Thailand on April 12 after a visit of nine days.

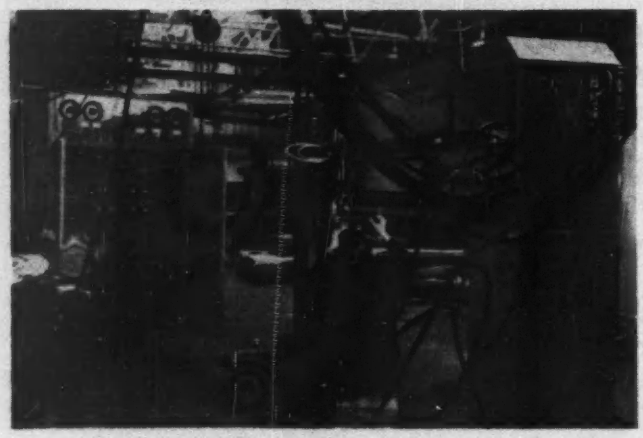
First British trade mission to the Maghreb

THE FIRST British Trade Mission to visit Tunisia, Algeria and Morocco, hitherto regarded as largely French spheres of interest, left London on September 20. This Maghreb Mission, organized by The Council for Middle East Trade (COMET), is be led by Sir Edwin Chapman-Andrews, of Massey-Ferguson (Export) Ltd., former British Ambassador to Khartoum and Beirut.

The other five members of the mission are Mr. L. S. Davis of W. J. Fraser & Co. Ltd. (Chemical Plant Manufacturers); Mr. P. G. Doggett of the British Bank of the Middle East; Mr. C. W. Wentworth-Stanley of English Electric Co.; Mr. W. E. Rose of Frederick E. Rose (London) Ltd. (General Merchants); Mr. K. E. Bayliss of Davy-Ashmore Export Co. Ltd. Mr. H. M. Thomson, Secretary of COMET, will act as secretary to the mission.

The mission will fly first to Tunisia, September 20-26, and then proceed to Algeria September 26-October 3. Lastly, the mission will spend a week in Morocco, October 3-11, visiting Rabat, Casablanca and Tangier. Previous trade missions organized by COMET, set up in January 1963 by the Earl of Inchcape, have visited Iraq, Saudi Arabia, Aden, Iran and Syria. As on previous occasions, reports of the mission will be published separately on each country shortly after its return.

The mission will examine trade opportunities in the Maghreb, particularly the prospects for increasing Britain's share of an expanding Middle East market; and also the extent to which British expert knowledge and skilled personnel can participate in development projects.



Testing a Drysys-Schweitzer automatic painting machine ordered by Alfa Romeo for their Milan works at the Wembley factory of Carrier Construction Company Limited.

Mr. G. W. Nosotti, export director of William R. Warner and Co. Ltd., sends off a 30-wagon British Railways Solent freighter carrying medical supplies on the first stage of their journey to Burma.

The Dalemobile – a mobile emergency power plant which houses a demonstration 200 kVA generating set, powered by an Austin gas turbine, in a specially sound-proofed body – ready to leave the works of Dale Electric (Yorkshire) Limited, on a six weeks' tour of Europe, with particular emphasis on Scandinavia.

London Chamber of Commerce mission to Norway

A TWELVE-MAN Mission led by Mr. F. H. Tate, vice-president of the London Chamber of Commerce, will leave for a week's stay in Norway on September 27. The Mission, which will spend three full days in Oslo and the remainder in Bergen, will have talks with the Norwegian Ministry of Commerce, the Oslo Chamber of Commerce, the Export Council for Norway, and the Federation of Norwegian Commercial Associations.

Discontinuance of pre-entry of new ships

THE COMMISSIONERS of Customs and Excise announce that pre-entry is no longer required for new ships built in the United Kingdom and departing for the first time for delivery to a consignee abroad.

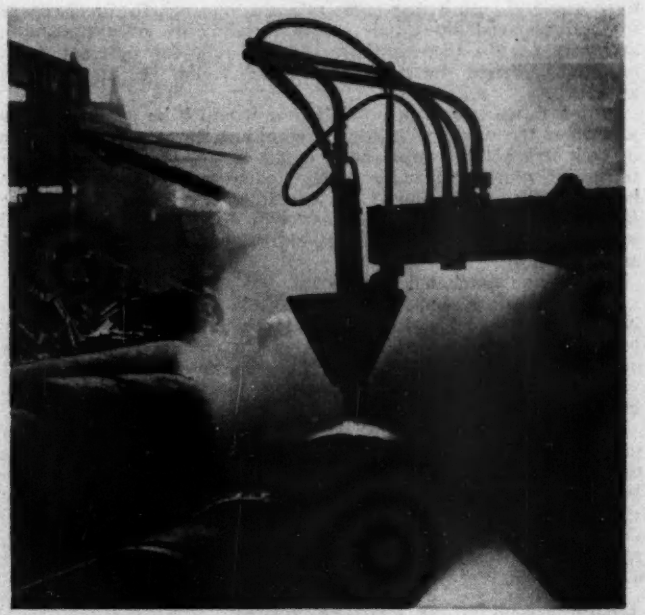
Entry is to be made in future on Form X.S. 29 which may be lodged not later than six days after the clearance of the vessel. The country of registration is normally to be taken as the country of consignment. Form No. 5 (Sale) on which entry has hitherto been required is accordingly abolished.

Imports of butter from North America

THE BOARD OF TRADE issued a Press Notice on September 17 announcing that the closing date for the receipt of applications for licences to import butter from North America had been extended from September 21 to Thursday, September 24 (first post).

Note

This announcement postponed the closing date for the receipt of applications for licences to import butter from North America, arrangements for which were announced in the *Board of Trade Journal* of September 18, page 627.



Using a British Oxygen oxy/propane cropping machine to cut a 22-in. diameter 8½-in. steel mill roll at Davy and United Ltd., Billingham, Co. Durham, one of the company's largest suppliers of rolls for steel mills. The company buys back as scrap many of the rolls they make. As material specification is known, the metal is suitable for remaking into new rolls for the steel industry. The British Oxygen cropping machine can cut through a 22-in. diameter roll at 6-in. per minute.

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters to an annual value of £1,100,000,000. Its object is to provide, on a self-supporting basis, the cheapest form of export credit insurance possible.
The Head Office of ECGD is at 59-67 Gresham Street, P.O. Box 272, London, E.C.2. (Tel. Monarch 6699, Ext. 271.) The Department's local offices are as follows:

London (City)
London postal districts E., N., and E.C.1, 2 and 3. Counties of Bedford, Cambridge, Essex, Huntingdon, Norfolk, Suffolk and N. Hertford.
L. H. Clarke, Marlon House, 71-74 Mark Lane, London, E.C.3. (Tel. Royal 3491. Telex 23164.)

London (South)
London postal districts E.C.4, S.E. and S.W. Counties of Hants, Kent, Surrey and Sussex.
R. K. Pearson, Clements House (Wood Street entrance 4th Floor), 14-18 Gresham Street, E.C.2. (Tel. Monarch 4581, Telex 24812.)

London (West End)
London postal districts W.C.1 and 2, N.W. and W. Counties of Berks, Bucks, Middlesex, Oxford and South Herts.
J. A. Dyer, Cunard Building, 15 Regent Street, London, S.W.1. (Tel. Whitehall 9061. Telex 24105.)

Belfast
The six counties of Northern Ireland.
J. J. Brown, 7 Donegall Square West, Belfast. (Tel. Belfast 29428. Telex 74577.)

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Staffordshire.
J. A. Bookless, Chamber of Commerce House, Harborne Road, Birmingham, 15. (Tel. Edgbaston 4375. Telex 33132.)

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
A. C. Elston, Britannia House, Bridge Street, Bradford. (Tel. Bradford 25147. Telex 51161.)

Bristol
Counties of Gloucester, East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall, and the Channel Islands.
J. A. Dorrian, D.F.M., The Gaunts House, Denmark Street, Bristol. (Tel. Bristol 22102. Telex 44248.)

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff. (Tel. 26657. Telex 49284.)

Edinburgh
The counties of Angus, Berwick, Clackmannon, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
A. E. Beedle, 108 George Street, Edinburgh, 2.
(Tel. Caledonian 3004. Telex 72170.)

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. (Tel. Central 3056. Telex 77130.)

Leeds
The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1. (Tel. Leeds 30082. Telex 55232.)

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. K. Sedman, India Buildings, Water Street, Liverpool, 2. (Tel. Central 5756. Telex 62537.)

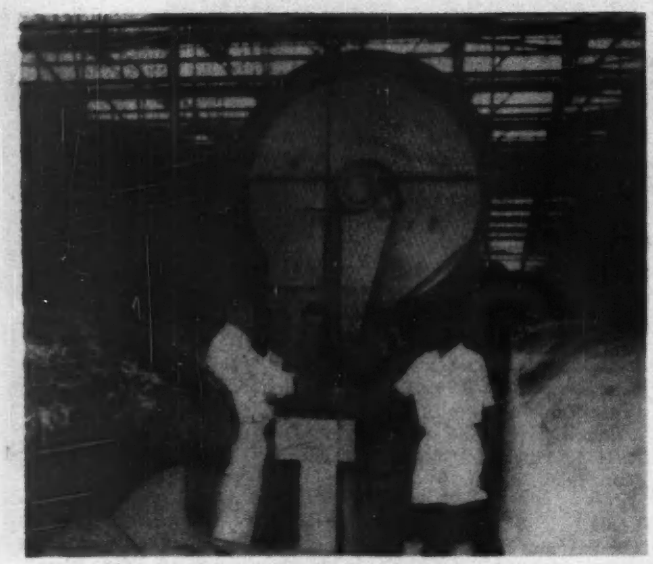
Manchester
The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, 2., (Tel. Central 8861. Telex 66756.)

Newcastle-upon-Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
H. Watson, District Bank Chambers, 36/38 Mosley Street, Newcastle-upon-Tyne, 1. (Tel. Newcastle 29838. Telex 53305.)

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
J. N. Smales, Equitable House, Old Market Square, Nottingham. (Tel. 46585. Telex 37566.)

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
B. T. Clark, 8-12, Furnival Gate, Sheffield, 1. (Tel. Sheffield 29151. Telex 54244.)

New York
In the United States of America exporters can obtain assistance from the Department's resident representative for the United States and Canada.
R. F. L. Martin, c/o British Consulate-General, 845 Third Avenue, New York, 22, N.Y. (Tel. Plaza 2-8400.)



Stenners of Tiverton Ltd., recently supplied to the Ghana Railway Workshops at Sekondi, the largest and most modern log bandmill the Devon firm have supplied to West Africa. Manual operation is cut to a minimum and the thickness of the board is controlled electronically. Output of the mill will be mainly for sleepers, coachwork and other railway woodwork.

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about* 1,300 *leading Japanese industrialists and importers.*

British Trade and Industry *is financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Rates are* £12 *for a half page or* £20 *for a full page* (10 ins. × 7 ins.), *payable in sterling in London. Copy can be translated into Japanese at no extra cost. Further details can be obtained by writing to: The Commercial Department, British Embassy,* 1 *Ichibancho, Chiyoda-ku, Tokyo, Japan.*

Import Duties Act 1958 - Annual Report

AS REQUIRED by Section 4 of the Import Duties Act 1958, the Board of Trade have laid before Parliament a report on the exercise of their powers under the Act during the year ended March 31, 1964.

This report, which is the fifth to be made under the Act, gives details of orders made during the period under review to vary import duties and to allow exemptions and reliefs from duty (including drawback of duty on exportation). It also gives details of the value of goods which benefited from various existing provisions for relief from duty.

The report (H. of C. 352), published on September 22, may be obtained from HM Stationery Office. Price 2s., by post 2s. 3d.

Application for drawback on imported polyoxymethylenes

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on polyoxymethylenes, being polyaddition products of not less than 90 per cent by weight of formaldehyde and not being plasticized or otherwise compounded:

(a) imported in the form of granules and re-exported in the same state as at importation; and

(b) imported in the form of granular powder for the manufacture for export of moulding compounds, coloured, of polyoxymethylene, not compounded with any other substance, in the form of granules.

Any interested party wishing to support or oppose the application should do so in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than October 14, 1964.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of

A fleet of Bailey caravans which have been painted with a special shade of Brolac paint supplied by John Hall & Sons (Bristol and London) Ltd., Bristol, ready for export to Ghana. The caravans were made at the Bedminster works of F. G. Bailey Ltd.

the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 9, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	(—)—3:7-Dimethyloct-6-en-1-ol.	2-6 Dimethyl-2-octene-8-ol	December 31, 1965	6543
29.04	3:7:9-Trimethyldeca-1:6-dien-3-ol.	Isobutyl linalool . .	December 31, 1965	6577
29.07	o-Fluorophenol . .	As in previous column .	December 31, 1965	6590
29.08	o-Fluoroanisole . .	As in previous column .	December 31, 1965	6589
29.11	2:3 - Dimethoxybenzaldehyde.	As in previous column .	December 31, 1965	877
29.11	3:7 - Dimethylnon - 2:6 - dienaldehyde.	Ethyl citral . . .	December 31, 1965	6574
29.14	Allyacetic acid . .	As in previous column .	December 31, 1965	6594
29.22	1:7-Diaminoheptane .	As in previous column .	December 31, 1965	6591
29.35	5-Vinyl-α-picoline . .	2-Methyl-5-vinyl pyridine	December 31, 1965	6580
29.43	Raffinose . . .	As in previous column .	December 31, 1965	6369

Note: The following item is a readvertisement, under a revised definition, of an application which was advertised in the *Board of Trade Journal* of May 22, 1964 (page 1110) under Tariff heading 39.02:

39.02	Polystyrene sheet, in rolls, colourless, of a thickness not less than 0·1 millimetres and not greater than 0·9 millimetres, and having a light transmission not less than 85%	Biaxially oriented polystyrene sheet-polyflex.	December 31, 1965	6476

Note: Withdrawal of application:

Interested parties will wish to know that the application for temporary exemption from import duty in respect of the chemical covered by the following description and advertised in the *Board of Trade Journal* on the date shown has been withdrawn:

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference	Date published
29.43	2-Deoxy-D-ribose	As in previous column	December 31, 1965	2710	September 4, 1964 (page 500)

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty as from January 1, 1965, on the following items which are at present temporarily exempt from import duty:

Tariff	*Description*
29.07	2:6-Dichlorophenol
29.14	*n*-Butyl acrylate
	Ethyl acrylate
	2-Ethylhexyl acrylate
	Methyl acrylate

One day export conventions

SLOUGH COLLEGE have organized the following series of one day export conventions during 1964-5:

Subject	Date
Exporting to Australia and New Zealand	October 22, 1964
Exporting to South Africa and the Rhodesias	February 4, 1965
Exporting to Japan and South-east Asia	May 13, 1965
Exporting light engineering products and consumer durables to the world's markets	June 10, 1965

Inquiries should be made to the Principal, Department of Management and Business Studies, Slough College, William Street, Slough, Bucks. (Fee £3 per person, including a registration fee of £1).

Why will British businessmen be in DENMARK next week?

Business conditions are booming in this prosperous market where U.K. Exporters are enjoying growing tariff advantages

These points are elaborated in a report on DENMARK published this month by our Intelligence Department. Other questions, including the implications of certain measures of restraint imposed by the Danish Authorities in order to temper the boom, are also examined — questions of importance to all businessmen contemplating selling to Denmark or attending the British Week being held there from September 25th — October 4th.

Copies of the report may be obtained from any of our branches. Alternatively please get in touch with any of our specialised Foreign branches.

If you are visiting Denmark yourself, Barclays' representative, Mr. F. Boadella, will be in attendance at The Hotel Richmond, Vester Farinagsgade 33, Copenhagen, throughout the Week and will be available to discuss any problems with you.

London: Chief Foreign Branch, 168 Fenchurch Street, EC3
West End Foreign Branch, 1 Pall Mall East, SW1

Other Foreign Branches at:

Birmingham Liverpool Nottingham
Bradford Manchester Reading
Cardiff Newcastle upon Tyne Southampton

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New Books

India's Foreign Trade: Organisational and Financial Aspects, by S. K. Verghese (328 pages. New Delhi, Allied Publishers; London, Allen & Unwin, 22s. 6d.). There has in recent years been no lack of books dealing with India's economic policies and industrial structure, but there has been until now no systematic analysis of the organization and financing of India's foreign trade. This book begins by examining the existing structure of Indian foreign trade organization, and makes a critical evaluation of the various terms of sale applicable to India's foreign trade. It surveys the techniques of international payments, and the credit facilities available for foreign trade in India. Finally, it makes a special study of the export trade in tea and jute, two commodities which contribute nearly 40 per cent of the value of India's exports. The author explains that she has not made a similar study of imported commodities, because the import trade is predominantly influenced by import control policy, which is subject to periodic changes. Much of the information on which the book is based was obtained from interviews with traders, bankers, etc., and the questionnaire used in this connection is reproduced. The book contains a 17-page bibliography of published sources, and an index.

Trade of United States, Western Europe, Canada & Japan in Manufactured Products, 1961/62. Vol. I, Plastics Materials, Pharmaceutical Products, and Manufactured Fertilizers. Vol. 2, Selected Machinery and Equipment. Vol. 3, Selected Consumer Goods. United States Bureau of the Census (about 125 pages per volume. 75c. each from the Superintendent of Documents, Government Printing Office, Washington; or order through HM Stationery Office at 6s. 9d., by post 7s. 9d., per volume). Three pilot volumes of 'commodity data on United States participation in ninety foreign markets, compared with other countries', drawing on the figures submitted by participating countries for the United Nations *Commodity Trade Statistics* and the *Statistical Bulletins Foreign Trade*, Series B and C, of the Organisation for Economic Co-operation and Development. Values are in United States dollars, and the ninety markets, in which the performances of all important exporting and importing competitors are compared, include almost all the western and Sino-Soviet bloc countries which are normally shown as countries of origin or destination in the trade returns of the competitors. Although the information given in these volumes is nearly all obtainable elsewhere, this is a labour-saving and convenient series which the United States Bureau of the Census intends to continue and expand if the demand justifies it.

Urban Studies (Oliver & Boyd Ltd., Edinburgh. Subscription 30s.) is a new journal issued twice a year, and edited from the Department of Social and Economical Research at Glasgow University. Its contents are intended to embrace the widest aspects of town and country planning, urban renewal and regional development, and to be particularly related to the contemporary scene. The first issue is dated May 1964, and it contains, among others, articles on 'The British Industrial City as History: the Glasgow Case' by S. G. Checkland, 'Regional Planning in Britain' by P. Self, and 'Reconstruction in Western Germany' by T. Greene. The issue includes a sizeable section of signed book reviews and some shorter book notes.

Swedish Anti-Trust Law and Resale Price Maintenance by Ulf Bernitz (54 pages, from the Industrial Council for Social & Economic Studies, Stockholm, will be available through Political & Economic Planning 12 Upper Belgrave Street, London, S.W.1. Sw.Cr.10). Since 1954 resale price maintenance in Sweden has been almost totally prohibited. This book presents the Swedish anti-trust law with special reference to its effect on two types of restrictive practice; resale price maintenance and joint co-operation in tendering bids. It describes the Swedish experience of the law in action and its effect on distribution. The author hopes that other countries may benefit from the lessons learnt. The Anti-Trust Act 1953 and the Information Act 1956 (this last concerns the obligation to submit information on the condition of price and competition), are printed in full in the appendices. There is a short bibliography on Swedish anti-trust law.

The Netherlands, Brief Geographical Outline. De Twentsche Bank, Amsterdam (28 pages. Free from De Twentsche Bank NV, PO Box 407 Amsterdam). This is a short pamphlet which, in effect, supersedes the bank's earlier pamphlet. *The Netherlands : Geographical Information for Businessmen.* It is designed to show the businessman which areas are likely to be most suitable to his needs in establishing a business in the Netherlands. It is amply illustrated with maps of the various regions and principal cities showing the distribution of industry and population. Foreign enterprises are eligible for government inducements in setting up industries in certain parts of the country. These inducements, and the areas involved, are given briefly.

Opportunities in the Rayon Industry in Turkey (54 pages. Free from the Investment Promotion and Information Centre, Şehit Tegmen Kalmaz Cad. No. 30, Ankara, Turkey). This pamphlet is one of a series designed as preliminary surveys of certain industries, furnishing general information on various practical aspects of doing business in Turkey, including taxation, labour, power and transportation. It includes a summary of the Foreign Investment Encouragement Law, and explains how the Department of Industry can assist the intending investor. It presents in some detail material on the present status of the rayon industry in Turkey, and discusses the extent of the unsatisfied domestic demand. It offers suggestions to the prospective investor on plant capacity and location, and on possible manufacturing processes.

Planned Marketing, Policy for Business Growth, by Ralph Glasser (166 pages. Business Publications. 35s.), introduces laymen and students to mid-Atlantic marketing techniques and to the reasons for adopting them. In ten chapters Mr. Glasser indicates how to choose a line of investment (i.e. a product or a service), develop it as a business and sell it so as to make the maximum profit. He discusses recent trends such as direct selling, the diminution of resale price maintenance, the growth of mail order and chain store trading, and relates them to modern sociological developments. Various examples of recent commercial successes and failures are instanced. A chapter on market research speaks of the usefulness of official and other publications as sources of information, but does not give any details of the many services of commercial information available in public and other libraries – nor, indeed, of the various information services provided by the Board of Trade and other Government departments. The book is indexed, but has no bibliography.

Tax Planning and the Family Company, by David R. Stanford. 2nd edition (496 pages. Sweet & Maxwell, 87s. 6d.). The first edition of this book was published in 1957, and was generally regarded as a major work of importance to small private companies. In general, the position of the man running a family business has improved in the years between the two editions, but there are still a number of difficulties of financial planning for him to overcome if he wishes to take full advantage of the improvements in his position. In this new edition the learned author brings his text up to date to June 1964, and advises businessmen and their legal and financial advisers on the forms and procedures open to them for the maximum advantages of tax planning.

Other publications

DEVELOPMENT OF ECONOMIC THOUGHT, edited by H. W. Spiegel. 486 pages. John Wiley & Sons Inc. 19s. (Paperback selections of writings by great economists on great economists).

HONG KONG DIRECTORY OF COMMERCE, INDUSTRY, FINANCE, 1964. 176 pages. Available for 1s. 2d. in postage stamps from the Hong Kong Government Office, 54 Pall Mall, London, S.W.1.

LAW OFFICERS OF THE CROWN, by J. Ll. J. Edwards. 425 pages. Sweet & Maxwell. 70s.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,949	—	16,034	15,212	15,212	9,095	3,478	922	688	591	1,205				
1959	103	105	106	105	104	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	135	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	128	119	130	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962															
4th quarter	113	115	130	124	114	101	126	111	127	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	126	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	128	109	128	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	109	140	166	144	+147	+ 75	+28	+41
1964															
1st quarter	120	127	141	133	120	106	144	115	145	176	151	+ 95	+ 94	— 4	+ 3
2nd quarter		127*				105		120*	151*				+120*	+ 9*	N/C
1964															
February	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
July		127*				105									

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	+ 6
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 62
2nd quarter	152*	126*	125·5	+2·8	107·9*	125·0*	147·4	355	— 90	—58	230	+48	+33	147	133	
1964																
February	137	121	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140	121	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	144*	123*	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	147*	126*	125·7	+2·9	107·6	125·1	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	148*	126*	126·2	+3·4	107·9*	125·1*	148·2	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·2*	125·4*	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August			126·7	+4·7	108·7*	125·5*	149·3	314	+ 11	+10	239	—11	— 9	153*	140*	

† NOT seasonally adjusted. * Provisional.

Provisional figures of U.K. trade in August

Seasonally adjusted values

United Kingdom exports in August were £370 million, imports were £477 million and re-exports £14 million.

Exports

After eliminating normal seasonal variation United Kindom exports in June to August were 3 per cent less than in March to May. In the first eight months of the year they were 4 per cent more than the average for the year 1963.

Imports

On the same basis, imports in June to August were 2 per cent more than in the previous three months. In the first eight months of the year they were 14 per cent more than the average for the year 1963.

Re-exports

Seasonally adjusted re-exports in June to August were £13 million a month the same as in the three months March to May and in the year 1963.

Trade balance

In June to August it is estimated that the deficit of visible trade in the balance of payments was £50 million a month, seasonally adjusted, in March to May it was £29 million a month, and in the year 1963 it averaged £4 million a month.

United Kingdom trade

Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter	328	375	12	+ 7
2nd quarter	336	396	13	— 2
3rd quarter	346	412	13	— 9
4th quarter	350	423	13	—11
1964 1st quarter	356	453	12	—35
2nd quarter	352	461	13	—44**
1964 March	373	451	13	—17
April	337	457	13	—52**
May	370	450	13	—18**
June	348	474	12	—60**
July	331	430	13	—40**
August*	370	477	14	—51**
March-May, 1964	360	453	13	—29**
June-August, 1964*	349	461	13	—50**

* Provisional. ** Estimated.

Recorded values

United Kingdom exports in August were valued at £345·7 million, imports at £441·9 million and re-exports at £21·1 million.

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
4th quarter	359·0	427·2	13·2
1964 1st quarter	360·1	460·4	12·8
2nd quarter	363·6	465·8	13·1
July	327·9	451·6	11·4
August*	345·7	441·9	12·1

*Provisional

Notes:

Trade balance. The monthly figures for the trade balance – strictly the 'balance of visible trade on a balance of payments basis' – are estimates and are only published seasonally adjusted. They are consistent with the quarterly balance of payments statistics and are intended, taking runs of several months together, to give the best guidance to the trend, which can be deduced from the monthly trade figures. They exclude insurance and freight, included in the valuation of imports in the Trade Accounts, which in so far as they are paid abroad are included in the invisibles account; there are also other differences between the Trade Account figures and those used in the balance of payments statistics.

It is misleading to calculate, using the Trade Accounts figures as they stand, the difference between imports and exports plus re-exports and describe this as the trade gap.

Commenting on the United Kingdom provisional overseas trade figures for August, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, said on September 17: 'I welcome the news that exports for August at £370 million are the second highest figure we have ever achieved. But in view of the lower figures for June and July, we need to do still better with our exports if we are to regain a strong upward trend.

'The record figure of £477 million for imports in August must also be looked at with the earlier months. The trend here shows that imports are now rising much more slowly than earlier in the year. These imports include the materials and equipment for our thriving industry.

'What we want now from British Industry is more aggressive salesmanship overseas, based on new manufacturing techniques and keenly competitive costs.'

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THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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Index of industrial production for July

THE PROVISIONAL INDEX of production for July 1964, prepared by the Central Statistical Office, is 127 (seasonally adjusted). Fuller information, which has led to revised estimates for the first and second quarters of 1964, shows that the strong expansion in production which took place in 1963 continued into the first quarter of 1964 but slackened off in the second quarter which showed a fractional increase over the first quarter. The provisional index for July is at about the same level as the second quarter, but since the difficulties of estimating seasonal adjustments are more acute in the holiday months of July and August, the figure for July must be treated with caution.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries: Total all manufacturing industries	Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
1963	118·9	95	119·8	115	112	121	138	124	140	119	126	77	120	108
Unadjusted:														
1963 1st quarter	115	97	116	108	109	106	135	120	137	118	126	80	119	106
2nd quarter	119	98	120	118	112	129	140	127	142	119	124	78	125	107
3rd quarter	114	86	115	114	111	120	134	119	136	112	120	75	112	101
4th quarter	127	99	127	120	115	128	144	129	146	125	134	76	123	119
1964 1st quarter	128	100	128	110	108	115	150	131	153	127	135	76	128	122
2nd quarter (prov.)	130	98	132	121	113	136	153	134	156	132	140	79	135	124
1964 May	128	94	130	123	114	138	149	134	152	128	136	75	130	123
June (prov.)	132	101	135	124	116	138	156	130	160	136	147	74	136	126
July (prov.)	117	87	118		111				150	111	124	73	100	
Seasonally adjusted:														
1963 1st quarter	113	92	115	112	110	115	132	121	134	116	124	80	115	103
2nd quarter	118	95	118	114	110	120	138	125	140	116	124	78	117	105
3rd quarter	120	95	121	117	114	122	139	121	142	119	127	76	120	108
4th quarter	124	96	125	117	113	125	144	128	146	123	129	75	126	117
1964 1st quarter	127	97	128	116	110	127	147	133	150	126	135	76	125	120
2nd quarter (prov.)	127	96	128	116	111	125	150	133	153	127	136	75	126	121
1964 Feb.	127	97	128	116	109	129	148	137	150	126	135	77	124	120
Mar.	127	97	128	116	110	128	147	133	150	126	134	76	124	122
Apr.	127	96	128	114	109	125	150	139	152	128	135	76	129	122
May	127	95	129	118	112	128	149	132	152	127	139	75	124	120
June (prov.)	127	96	128	116	112	123	150	127	154	126	135	74	124	120
July (prov.)	127	96	128		116				158	123	131	74	122	
Feb.–Apr. (av.)	127	97	128	116*	109	127*	147*	133*	151	127	135	76	126	120*
May–July (av.)(prov.)	127	96	128	116*	113	125*	150*	133*	155	126	135	74	123	121*

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
Unadjusted:															
1963 1st quarter	109	107	119	111	108	101	118	116	111	122	90	123	123	100	162
2nd quarter	112	110	118	110	108	98	115	131	136	123	113	129	127	124	118
3rd quarter	107	106	112	108	103	91	120	129	135	119	123	118	120	127	107
4th quarter	123	122	126	121	120	105	127	143	143	143	127	140	133	131	145
1964 1st quarter	127	126	133	120	116	104	128	142	146	136	119	139	133	130	161
2nd quarter (prov.)	133	133	136	117	116	103	122	149	157	137	129	144	135		122
1964 May	133	134	132	115	114	101	120	148	156	135	124	142	134		114
June (prov.)	136	135	138	115	114	101	119	150	159	136	136	142	136		113
July (prov.)		117		104	100	90	113		149		122	115			102
Seasonally adjusted:															
1963 1st quarter	107	104	116	108	106	97	114	117	113	122	99	121	123	102	137
2nd quarter	109	107	116	111	109	98	119	128	133	119	112	126	123	124	129
3rd quarter	114	113	119	114	111	99	121	134	138	127	117	129	126	127	130
4th quarter	121	120	123	116	113	102	126	141	143	139	120	135	131	131	133
1964 1st quarter	124	123	132	120	117	103	126	144	150	135	131	140	135	132	137
2nd quarter (prov.)	129	128	132	117	114	99	126	144	150	133	125	137	131		134
1964 Feb.	127	127	129	120	117	103	126	144	152	132	129	141	135		136
Mar.	127	125	134	118	117	104	122	142	149	132	128	139	135		142
Apr.	126	124	134	117	115	102	124	145	150	136	127	137	130		142
May	131	130	134	117	114	100	125	142	152	125	123	136	126		123
June (prov.)	130	130	128	116	112	96	128	144	149	137	126	137	136		137
July (prov.)		134		113	111	98	119		151		120	137			128
Feb.–Apr. (av.)	124*	125	132*	118	116	103	124	144*	150	135*	128	139	135*		140
May–July (av.) (prov.)	129*	131	132*	116	113	98	124	144*	151	133*	123	137	131*		129

* Latest available three months (April–June) and previous three months (January–March).

Overseas payments and earnings for cinematograph films

DETAILS of overseas payments and earnings in respect of cinematograph films for the year 1963, compared with 1962, are given in the table below.

Sums paid or payable to overseas countries

In 1963 sums paid or payable to overseas countries on account of the exhibition of foreign films in the United Kingdom and sums paid out from the United Kingdom for overseas production of films amounted to £10·5 million and compared with £10·4 million in 1962. Payments to North America, although lower than in 1962, again formed the major part of the total; however, payments to all other areas except Latin America showed considerable percentage increases compared with 1962.

Sums received or receivable from overseas

The total amount received or receivable from overseas in 1963 was £14·0 million as compared with £14·3 million in 1962. This fall was entirely due to reduced receipts in respect of foreign films as receipts from British films increased from £4·0 million to £4·8 million. Figures shown in columns 4 and 8 of the table relate to earnings in respect of completed British films that have been distributed for exhibition overseas in cases where the distribution rights are held by a United Kingdom company. Figures shown in columns 5 and 9 of the table relate to sums received by producers in the United Kingdom for the purpose of financing the production of films, sums accruing to United Kingdom companies in respect of overseas exhibition of non-British films in which they own rights and sums received from the outright sale of films to overseas companies.

Trends in film going

Including some estimation for cinemas which closed during the year, total admissions in 1963 were 373 million (10 per cent lower than in 1962) and gross takings were £57·3 million (4 per cent lower than in 1962). Levy payments at £3·9 million were similar to those of 1962, and after deducting payments for film hire amounting to £18·2 million, the exhibitors' share of takings was £35·3 million (5 per cent lower than in 1962). The average price of admission rose from 34·4 pence in 1962 to 36·9 pence in 1963.

Employment in cinemas open at the end of 1963 (including administrative staff, but excluding persons employed in cafes, etc.) fell from 44·5 thousand in December, 1962, to 41·3 thousand in December 1963.

For 2,162 cinemas open at the end of 1963 (excluding 19 news

Overseas payments and receipts in respect of cinematograph films (a)

£ thousand

Area (b)	1962				1963			
	Sums paid or payable to overseas (c)	Sums received or receivable from overseas (d)			Sums paid or payable to overseas (c)	Sums received or receivable from overseas (d)		
		Total	In respect of British films (e)	Other		Total	In respect of British films (e)	Other
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Overseas Sterling Area	—	1,278	917	361	97	1,570	1,184	386
Western Europe	437	1,859	1,717	142	1,365	2,108	1,796	312
North America	9,957	10,591	889	9,702	8,838	9,529	1,153	8,377
Latin America	1	252	243	10	—	292	275	17
Other non-Sterling	3	359	273	85	211	468	349	118
Total	10,399	14,340	4,039	10,300	10,512	13,967	4,757	9,211

Notes:
(a) (i) These figures cover sums arising from transactions between the United Kingdom and overseas territories in respect of any films where rights to commercial exhibition to the public in cinemas are concerned. Transactions restricted solely to rights to television performance are excluded.
(ii) Transactions in respect of film rights are covered (whether the sums covered are for production, sale or rental of films) together with such freight, print and material costs as may be covered in association with these rights.
(b) Areas to which sums were paid or payable or from which they were received or receivable, irrespective of where they may first have been earned.
(c) Including sums actually paid out to overseas countries and sums owed to overseas countries though retained in the United Kingdom (e.g. sums credited in their books by United Kingdom subsidiaries to their overseas parent companies).
(d) Including sums actually received from overseas, sums owed to the United Kingdom though retained overseas (e.g. sums credited to United Kingdom parent companies by their overseas subsidiaries but held overseas) and sums transferred from amounts that were credited to overseas though held in the United Kingdom. Sums blocked in overseas territories are excluded.
(e) Covers only sums received or receivable from overseas in respect of films for which the distribution rights are held by a United Kingdom registered company.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, September 18, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
Of Human Bondage	Metro-Goldwyn-Mayer Pictures Ltd.	Seven Arts Productions (UK) Ltd.	Br/E 29716	99	September 14
Rattle of a Simple Man	Warner-Pathe Distributors Ltd.	Martello Film Productions Ltd.	Br/E 29717	95	September 14
Look at Life Series 23:					
How Do You Swing?	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29720	9	September 14
Tide on the Turn	" "	" "	Br/E 29721	9	September 14
Goldfinger	United Artists Corp. Ltd.	Eon Productions Ltd.	Br/E 29722	109	September 16
Guns at Batasi	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Productions Ltd.	Br/E 29723	103	September 17
Pathe Pic. Series 508/520:					
Pathe Pic. No. 508	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29725	8	September 18
Pathe Pic. No. 509	" "	" "	Br/E 29726	8	September 18
Pathe Pic. No. 510	" "	" "	Br/E 29727	8	September 18
Movietone News 1841	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29439	7	September 18
Pathe News 64-76	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29551	8	September 18
FOREIGN					
The Brass Bottle	Rank Film Distributors Ltd.	Universal International Films Inc.	F 29718	89	September 14
Wild and Wonderful	" "	" "	F 29719	87	September 14
Too Young for Love	Gala Film Distributors Ltd.	Cormoran, Paris, and Alfa, Berlin	F 29724	92	September 17

Correction to the Register:
The registration particulars of the film 'Gold Dust Bandit' (F 29709) registered on September 11, 1964, has been corrected to read 'The Gold Dust Bandit'.
Note: The reference to the film 'Outer Galaxy Gazette' (F 29713) which appeared in the *Board of Trade Journal* of September 18 (page 638) should read 'Outer Galaxy Gazette'.

theatres and 36 cinemas temporarily closed) the average capacity filled during the year, based on the average number of complete programmes shown, was 22·2 per cent compared with 22·8 per cent in 1962.

Seating capacity for 2,181 cinemas open at the end of 1963 was 2·2 million, a reduction of 8 per cent compared with a year earlier.

Gross film rentals charged by film distributors in 1963 amounted to £18·5 million, a decrease of 5 per cent as compared with 1962. Rentals of British films rose to £8·8 million, an increase of 10 per cent over 1962, whilst rentals of foreign films fell to £9·7 million, a decrease of 16 per cent.

Detailed tables of cinema statistics relating to 1963 may be obtained on application to Mr. A. W. J. Rickard, Statistics Division, Room 610, Board of Trade, 20 Great Smith Street, London, S.W.1.

New companies registered in Britain in August

BELOW are details of new companies registered in Great Britain during August, 1964, showing nominal capital The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public companies	Private companies	Total
Under £1,000		2,342	2,342
£1,000 and under £10,000		986	986
£10,000 and under £50,000		148	148
£50,000 and under £100,000		27	27
£100,000 and under £1,000,000		13	13
£1,000,000 and above		2	2
Total number	—	3,518	3,518
Total amount of Nominal capital	'000's £—	'000's £10,370	'000's £10,370

Companies Registered in Great Britain in 1963-1964.

	1963		1964	
	Number	Nominal capital £'000's	Number	Nominal capital £'000's
January	3,178	8,336	4,035	9,654
February	3,250	6,766	3,663	29,949
March	3,927	10,470	5,006	16,654
April	3,698	8,253	4,636	10,757
May	3,642	8,459	3,994	9,905
June	2,995	7,182	3,819	11,746
July	3,722	9,133	3,495	15,857
August	3,089	8,481	3,518	10,370
September	3,159	7,313		
October	3,866	10,098		
November	3,516	7,501		
December	3,641	13,466		
Total	41,683	105,458		

Northern Ireland index of industrial production

THE PROVISIONAL INDEX of industrial production for Northern Ireland for July 1964, prepared by the Ministry of Commerce, is 114 (1958=100). This is 19 points lower than the final index for June 1964, and 2 points higher than for July 1963.

The index numbers for the main industrial groups in July 1964, with the increase or decrease on July 1963 shown in brackets, are: textiles 99 (+7 points); clothing 116 (+8); engineering and metals 82 (−10); food, drink and tobacco 116 (−3); timber and furniture 96 (+15); other manufacturing industries 209 (+3); construction 150 (+26); gas, electricity and water 116 (+4).

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Orders, deliveries, production and exports in the engineering industries

THE FIRST estimates for July of orders and deliveries in industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles, and wheeled tractors (parts of Order VIII of the Standard Industrial Classification) are based on a smaller number of firms than usual due to the slow receipt of returns during August. The information available shows that order books continued to rise during the month for both home and export markets. Deliveries in July are estimated at 3 per cent higher than in July 1963 compared with an increase of 12 per cent on a year earlier in the second quarter. The level of activity in July is thought to have been reduced by earlier holidays this year.

Later and more complete information now available on a quarterly basis has resulted in revisions to the monthly estimates for April, May and June obtained from the monthly sample. Orders on hand have been revised downwards for these months, especially on the export side, although the trend remained strongly upwards over the quarter; there has also been a smaller upward revision of the deliveries series. While there were smaller increases in some other industries such as metal-working machine tools and welding machinery, the rise in export orders on hand over the quarter, as indeed since March 1963, was particularly marked for industrial plant and fabricated steelwork and generating equipment including rotating electrical machines, representing the products of what are essentially large firm industries. Deliveries to the home market in the second quarter were 15 per cent higher than a year earlier and new home orders rose by one-fifth over the period. On the export side deliveries rose by 4 per cent and new export orders by 5 per cent compared with the same months in 1963.

It was provisionally estimated that production in July in the engineering and electrical goods industries (S.I.C. Order VI) was 2 per cent higher than in July last year. Production in the second quarter is now put at 12 per cent higher than a year earlier, following a rise of 7 per cent in the first quarter. Growth in the engineering and electrical goods industries during 1961, 1962 and 1963 was sustained by the continued rise in output of the electrical engineering sector. During the first half of this year mechanical engineering output has shown much the same growth compared with a year earlier as electrical engineering.

More detailed statistics of output in the engineering and electrical goods industries in the second quarter of this year are now available and the value of deliveries of certain mechanical and electrical products are given in Table 3. The table also contains revisions to certain of the figures given earlier for 1963 which take account of all the information received to date in respect of last year. The current figures show increases compared with the second quarter of 1963 throughout the range of industries covered with marked rises for industrial engines, textile machinery, contractors' plant, mechanical handling equipment, pumps and industrial valves, insulated wires and cables and the residual headings for other machinery except electrical machinery, other industrial plant and fabricated steelwork and other electrical goods.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Tables 2 and 3 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering industries (a)

Table 1: Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1963	135	139	126	144	143	134	131	137	123
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter	130	140	120	136	146	124	128	137	119
4th quarter	135	145	133	144	159	139	131	139	131
1964 1st quarter	140	146	134	143	134	136	138	150	133
2nd quarter*	148	160	138	149	153	139	148	162	138
1963 April	120	136	113	128	168	128	117	125	108
May	122	140	125	128	136	134	120	141	121
June	123	139	133	128	133	137	121	141	132
July	124	133	120	130	146	126	122	128	118
1964 April*	144	169	134	145	155	143	144	174	131
May*	147	156	133	146	140	131	148	161	134
June*	148	154	147	149	162	142	148	152	149
July*	151	143	124	152	151	125	150	140	124

* Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

(Tables continued on following pages).

Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1963	126	122	134	106	139	145	137	1963
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	120	131	111	127	130	126	2nd quarter
3rd quarter	120	116	129	97	135	139	134	3rd quarter
4th quarter	134	128	146	107	139	145	137	4th quarter
1964 1st quarter	135	132	141	112	143	144	143	1964 1st quarter
2nd quarter	140*	135*	148*	111	151*	148*	152*	2nd quarter
1963 April	114	110	121		124	130	122	April
May	126	123	133		126	130	125	May
June	132	128	138		127	130	126	June
July	121	116	130		129	133	127	July
1964 April	135*	130*	146*		148*	145*	149*	April
May	136*	131*	144*		151*	147*	152*	May
June	147*	143*	155*		151*	148*	152*	June
July	124*	..	..		154*	151*	154*	July

* Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

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Table 3: Deliveries of certain mechanical and electrical engineering products (a)

£ million

	1961 Year	1962 Year	1963 Year	1963 First Quarter	1963 Second Quarter	1964 First Quarter*	1964 Second Quarter*
MACHINERY OTHER THAN ELECTRICAL:							
Agricultural machinery	49·0	49·5	59·2	12·6	17·2	16·1	19·6
Metal-working machine tools and welding machinery	135·6	145·9	130·8	36·1	32·0	36·1	32·7
Engineers' small tools and gauges	75·1	73·1	68·5	17·6	17·0	19·6	20·1
Industrial engines	88·4	80·0	87·1	20·7	19·9	25·2	23·9
Textile machinery and accessories	91·4	86·8	89·0	22·7	20·3	25·0	24·6
Contractors' plant and quarrying machinery	107·2	99·7	121·7	28·2	34·5	35·0	38·2
Mechanical handling equipment	97·5	107·2	102·6	25·6	25·1	25·5	28·7
Office machinery	71·6	72·2	84·9	22·0	19·6	25·8	22·4
Mining machinery	53·6	49·7	52·8	12·9	13·7	13·9	14·8
Refrigerating machinery	57·1	50·6	46·9	11·1	16·4	12·1	16·5
Space-heating, ventilating and air-conditioning equipment	52·4	57·7	57·4	13·7	13·3	15·1	15·7
Pumps and industrial valves	98·3	98·5	99·6	24·1	24·7	26·8	28·1
Air and gas compressors and exhausters	29·2	30·0	31·9	7·2	7·5	8·6	8·8
Food and drink machinery	41·3	42·3	40·9	9·7	9·3	10·9	10·5
Packaging machinery	19·3	22·2	24·0	5·6	6·1	5·7	6·5
Steel and non-ferrous metal rolling mills and ancillary equipment	25·9	38·1	24·6	6·7	4·8	6·5	5·4
Other machinery except electrical machinery	228·2	233·5	249·1	61·2	63·6	67·1	69·7
INDUSTRIAL PLANT AND FABRICATED STEELWORK:							
Water tube boilers	56·5	63·4	59·3	15·1	13·8	13·5	14·8
Shell boilers and boilerhouse plant	32·5	31·2	30·9	7·4	7·3	6·9	8·1
Chemical plant	63·8	61·4	53·4	13·7	13·6	12·5	14·8
Iron, steel and non-ferrous metal works plant other than rolling mills	34·1	31·1	29·3	6·5	7·7	9·3	9·1
Other industrial plant and fabricated steelwork	149·2	161·2	154·4	37·7	36·0	42·7	41·8
ELECTRICAL MACHINERY:							
Generating equipment and rotating electrical machines	140·7	141·6	135·9	34·2	32·5	32·1	35·3
Transformers for lighting, heating and power	48·5	53·9	54·6	12·5	13·0	15·3	15·0
Switchgear and control gear	131·0	134·1	137·3	33·7	34·0	37·5	37·9
Other electrical machinery	22·5	22·2	21·4	5·9	5·1	5·5	7·4
INSULATED WIRES AND CABLES	150·9	152·9	159·7	36·0	40·5	41·1	46·0
OTHER ELECTRICAL GOODS (except radio, telecommunications and other electronic apparatus):							
Domestic electrical appliances	137·7	144·0	165·1	36·6	36·6	39·1	37·1
Electrical equipment for motor vehicles, cycles and aircraft	58·8	65·9	76·7	18·0	20·2	21·8	22·5
Primary batteries	14·8	15·8	17·4	4·2	4·2	4·3	4·2
Secondary batteries (accumulators)	26·4	27·2	29·6	7·1	7·3	7·7	8·6
Electric lamps	25·4	25·6	26·3	6·6	6·0	7·4	7·3
Other electrical goods	91·4	87·1	96·0	22·0	23·3	25·6	27·3
SUB-CONTRACT SALES AND COMPONENTS NOT INCLUDED ABOVE	263·1	269·8	273·5	68·8	67·8	75·4	79·0
AMOUNT CHARGED FOR WORK DONE ON CUSTOMERS' MATERIALS AND REPAIR WORK	68·6	74·9	76·7	19·0	18·9	21·0	21·2

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Agricultural machinery is included from January 1959 and the output of the other products made by the agricultural machinery manufacturers has been added to the 1959 figures. Excluding deliveries by the smallest firms, estimated at about 2 per cent of the total.

In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.

* Provisional.

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Controller of Supplies (Disposal),
MINISTRY OF PUBLIC BUILDING AND WORKS,
Southbridge House, Southwark Bridge Road, London, S.E.1

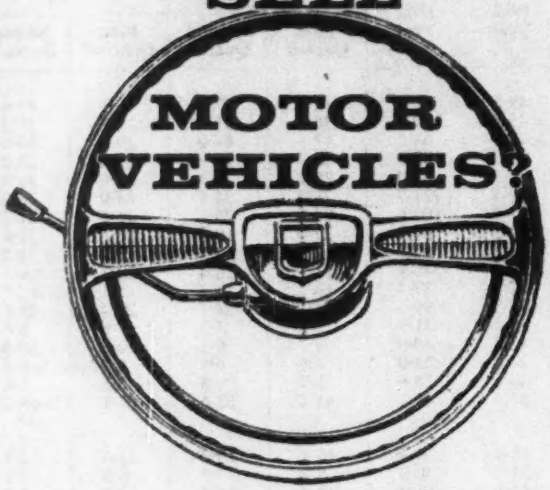
ALL SHIPPING MANAGERS

of merchant and manufacturing concerns and confirming houses are invited to apply for Corporate or Associate Membership of the Society which is still open to fully experienced persons without examination.

Full particulars from the Secretary,

The Society of Shipping Executives, (Dept. B).,
Alderman House,
37, Soho Square,
London, W.1.

WHO WANTS TO SELL MOTOR VEHICLES?



– Norway buys them

The Norwegians are becoming more and more a nation of drivers. Norway — a big country and rugged — needs good, reliable cars, commercial vehicles and accessories.

The capital Oslo and the South-Eastern Area make up the bulk of Norway — not only as regards population but especially in living standards, trade turnover and purchasing power. The major part of total car sales in Norway is made in Oslo and the South-East.

Aftenposten sells for You

In this region Aftenposten, Norway's biggest newspaper, has a dominating position. No less than 73% of Oslo's inhabitants read Aftenposten — and in all South-Eastern Norway Aftenposten has the most widespread circulation of all newspapers. Since it also reaches the families with the highest buying power it *must* be your advertising medium.

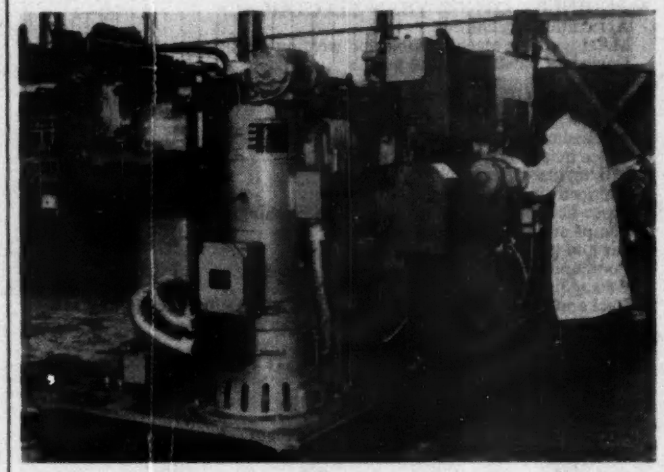
For sales in Norway –

AFTENPOSTEN

Sole representatives in U.K. and Ireland:
JOSHUA B. POWERS LTD.,
27 Cockspur Street, London S.W.1. Tel: WHitehall 6322

Index of retail prices for August

THE MINISTRY OF LABOUR announced on September 18 that at August 18, 1964 the official index figures which measures changes in the average level of retail prices compared with the level of January 16, 1962 (taken at 100), was 107·8, compared with 107·4 at July 14. The rise in the index during the month was due mainly to higher prices for cigarettes and tobacco and household coal, which were partly offset by lower prices for fresh vegetables and fruit.



A 10/20 h.p. variable speed motor with pilot motor operated induction regulator made by Higgs Motors Ltd., of Witton, Birmingham, is used to drive this bicycle wheel rim rolling, welding and helixing machine, which is being made at the Wolverhampton factory of Daniel Smith Limited, before despatch to Egypt as part of a cycle wheel manufacturing plant for use in a state-owned bicycle factory.

THE ANSWER TO THE CANADIAN MARKET

Ontario

ONTARIO COMPANIES ARE LOOKING FOR NEW PRODUCTS TO MANUFACTURE UNDER LICENCE

A licensing arrangement with one of Ontario's manufacturers will:

1. Overcome freight costs, import duties and shipping delays.
2. Give your products sales and service coverage throughout Canada.
3. Earn quicker and more continuous profits from royalties and the supply of component parts.

We will be glad to send you information on our manufacturing arrangements programme, a sample listing of Ontario companies seeking new products to manufacture and our enquiry form in which you can set out your requirements.

Remember — Canada is a $39,000 million market.

Isn't it time you got your share?

AGENT GENERAL — ONTARIO HOUSE,
Charles II Street, London, S.W.1. Telephone: WHI 6404

Trade and Industry Branch, Ontario House, Charles II Street, London, S.W.1

Name .....
Position .....
Company .....
Address .....
Product .....

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
Sept. 29	The sale will include timber, Nissen and Seco huts, brick and concrete buildings, lamp standards, telegraph poles, 6 x 12,000-gallon fuel tanks, these are at Folkingham only, and miscellaneous stores and cables.	Royal Air Force Station, Folkingham, and Melton Mowbray.	Eacritt & Barrell, Elmer House, Grantham. (Tel. Grantham 1035).
Oct. 7	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The sale will include white woollen blankets, Leyland motor spares, aero engine spares, including Pratt & Whitney spares, textiles, parachute webbing and packs, Millars plant spares, Firestone tyres and tubes, Scammell brake drums, miscellaneous fire equipment, turbo starters, Land Rover spares, furniture, Humber motor spares, bearings for Pratt & Whitney engines, Ford engines and spares, Standard motor spares, nylon webbing, miscellaneous electrical equipment, Thorneycroft and Bedford spares, Austin spares, Rootes spares, Coles crane spares, miscellaneous plant spares, a/c magnetos, nylon cord, old batteries, David Brown spares, Tasker spares, old mats, carpets, Ford V8 engines, Leyland power units, trolleys, engine cases and stand pipes.

Oct. 14	The sale will include Romney, Blister and Nissen huts, Marston shed and Laing buildings.	Rufforth Airfield, York	M. Tomlinson & Son, 24 High Street, Wetherby. (Tel. Wetherby 2748/9).
Oct. 28	The sale will include hangars, houses, workshops, offices, 30 acres of land with planning permission for industrial use, also 6 timber huts and 2 Seco huts for removal.	Kirkbride Airfield, Cumberland	J. M. Richardson & Son, 1 Cecil Street, Carlisle. (Tel. Carlisle 21187).
Oct. 29	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
Nov. 5	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALE

The Air Force Department is offering for sale by tender a quantity of binoculars 6 x 30. Application for tenders to be made within seven days of the date of this notice to Ministry of Defence (AFC.19a (Air)), Turnstile House, 94/99 High Holborn, London, W.C.1.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
Sept. 29	Vehicles, earthmoving, road making and mobile lifting equipment, motor cycles, plant ancillaries and spares.	Ordnance Storage and Disposal Depot, Ruddington, Nr. Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Oct. 6	Plant, machine tools and miscellaneous stores including centre, capstan and turret lathes, riveting machines, horizontal and vertical millers, compressors, grinders and drillers, saw benches and planers, power and banding presses, Morris mobile crane.	Cheetham Town Hall, Manchester	J. H. Norris & Son (Dept. L), 38 Deansgate, Knott Hill, Manchester, 3. (Tel. Deansgate 3176).
Oct 7	Vehicles comprising Vanguard II and III saloons, Austin 'Champs', Land Rovers, Austin K9 and Morris MRA 1-ton cargo trucks, Bedford and Ford 3-ton cargo trucks and 6 'International' half-track personnel carriers.	Command Vehicle Park, Long Kesh Aerodrome, Hillsborough, Co. Down, N. Ireland.	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. Belfast 20233).
Oct. 14	Machine tools and miscellaneous stores	T.S.S. Depot, Old Dalby, near Melton Mowbray, Leics.	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALES BY TENDER

(1) 62½ kVA. generator sets with Dorman 6-cylinder diesel engines.
Location: Technical Stores Sub-Depot, Wem, near Shrewsbury, Salop.
Tender forms must be returned by 10 a.m., October 14, 1964.

(2) Fire pump house equipment including Blackstone diesel engines, Mather & Platt booster pumps, Broom & Wade air compressors, Paterson & Hughes 5-ton overhead cranes.
Location: Royal Ordnance Factory, Swynnerton, Stone, Staffs.
Tender forms must be returned by 10 a.m., October 21, 1964.

Applications for tender forms should be made to Ministry of Defence, Directorate of Sales, 4 (b) (2), First Avenue House, High Holborn, London, W.C.1. Permission to view on production of tender forms only.

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
Oct. 6	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable direct from the auctioneers, View-days: day preceding the sale and morning of sale.

Exhibitions and Fairs

British Exhibition in Sydney opens

'We are selling you hard . . . . right into thousands of homes . . . . Every individual factory worker who buys Australian produce is helping to sell the industrial equipment which your companies are promoting at the Sydney exhibition.'

With this message – 'The hard sell of the two-way trade story between Britain and Australia' as he named it – the Rt. Hon. Sir Eric Harrison, the Australian High Commissioner, on September 4 welcomed at Australia House Sir Peter Runge, President of the Federation of British Industries, and a large gathering of senior executives from commerce and industry who are now in Australia for the British Exhibition in Sydney which opens today, September 25, until October 10.

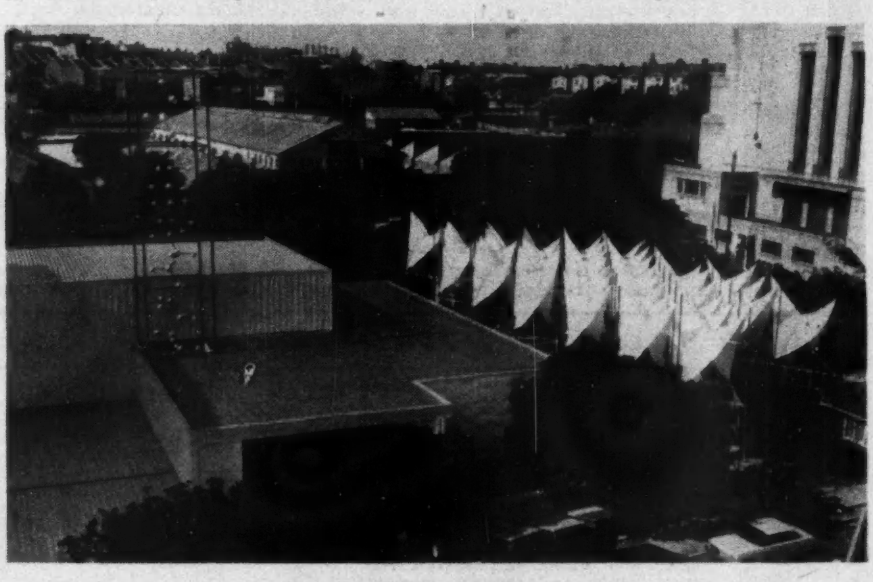
Emphasizing the two-way trade story, Sir Eric disclosed that while more than 400 British exhibitors were to display goods to the value of £20,000,000, Australia was at that moment promoting a trade fortnight in 269 stores in Great Britain. Sir Eric added that as the Sydney Exhibition opened, Australia would be following up with a vast grocery promotion in some 1,700 stores.

'More generally,' Sir Eric said: 'I would like to remind you that Australia is Britain's largest market in the Commonwealth, second only to the United States in the world. But this is not enough. This ever-changing market of ours requires, if I can use the term, **servicing**. The market must be looked after.

I congratulate the F.B.I. and those participating in this mission to Australia. I trust that the initiative which has been shown by the Federation of British Industries in its endeavours will be to the mutual benefit of Australia and Britain.'

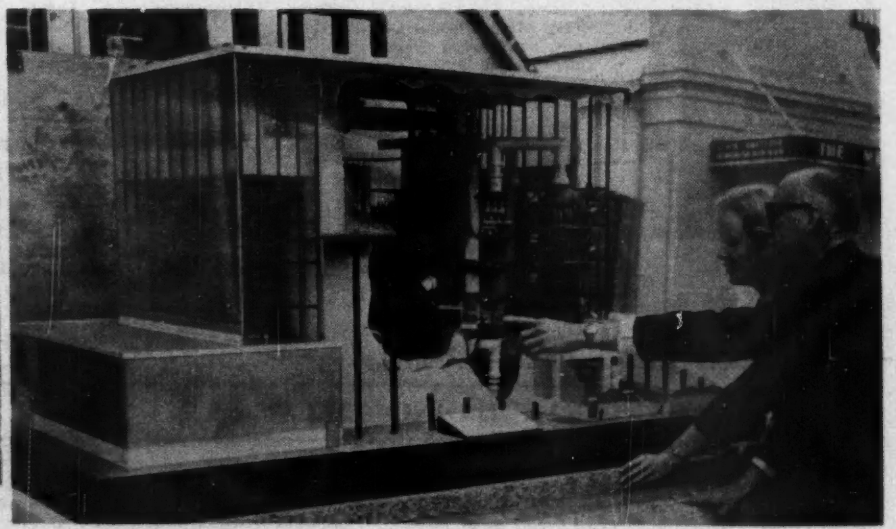
Messages from the Prime Ministers of the United Kingdom and Australia were read at the opening session of the Australian and British Joint Action Councils in Sydney on September 22. The two-day meeting was held on the eve of the British Exhibition in Australia, which opens on September 25. The aim is to foster and encourage friendship and understanding between the communities of Britain and Australia and to promote reciprocal trade, economic co-operation, investment and tourism. It also provides a means of liason and consultation between industry and business in the two countries.

Ten British industrialists led by Lord Baillieu, Chairman of the British Action Council, flew to Sydney for the meeting, with the 24-man Australian delegation led by Mr. Leslie Atkinson, chairman of the Australian Action Council. Measures under consideration include a survey of growth areas in the Australian economy to guide manufacturers in advance of changing needs of the market and to examine present Government policies and the ways in which they may be hampering trade. The meeting will also discuss ways in which public and official information services affecting both countries can be further improved.



A high angle shot of the British Government Pavilion before completion.

A section of the Goldsmiths' stand under construction showing the Royal Coat of Arms and the photograph of the Goldsmiths' London headquarters.



A model of an English Electric Nuclear Power Plant being uncrated at the Sydney Showgrounds.

British success at the Vienna Autumn Trade Fair

Lord Drumalbyn (centre), Minister of State, Board of Trade, and Mr. A. Cedric Maby, HM Commercial Counsellor, British Embassy, Vienna, greeting Dr. Josef Klaus, Austrian Chancellor, in the British Pavilion.

BRITISH FIRMS which participated in the Board of Trade Pavilion in the Vienna Autumn Fair, which opened on September 13 and closed on September 20, 1964, have reported that they are well satisfied with business done at the fair and with the numerous promising trade contacts made there. The attractive stand arranged by 11 member companies of the Federation of British Carpet Manufacturers, who were exhibiting in Austria for the first time, attracted considerable interest from both trade and public alike, and three manufacturers obtained Austrian agents during the course of the fair. Orders were also taken.

The Federation of Sussex Industries also had a collective stand displaying the products of 14 companies. This was the Federation's first participation in a foreign trade fair, and most of the 11 firms which were not previously represented in Austria made contact during the week of the fair with prospective agents, some of whom placed trial orders. Perry Heating Appliances Ltd., Eastbourne, took orders for oil-fired heaters and skirting radiators, and aroused considerable interest from a number of East-bloc trade organizations. The Hersey Sparling Meter Co. Ltd., Burgess Hill, received inquiries for their water meters from an Austrian Water Board and General Acoustics Ltd., Crawley, received an order from a prospective agent for their hearing aids.

The Rural Industries Bureau, who were also exhibiting for the first time in Austria, report that five of the firms participating in their collective stand commenced agency negotiations with Austrian firms during the week. The 'Hydromower' exhibited by the Turner Engineering Co. (Coughton) Ltd., of Alcester, aroused the interest of local Austrian road authorities and was left with prospective agents for demonstration purposes. Arnold & Gould Ltd., of Glemsford, obtained orders for their dressed horsehair.

The Development Corporation for Wales also arranged their first collective stand in Austria on this occasion, and report a lively interest from trade and public in the products of Welsh industry displayed. Myfanwy Products Ltd. obtained an order from a leading Viennese department store for their dolls in national costume, and Corgi Hosiery Ltd. received orders for their woollen socks from local firms and also from a Danish trade visitor to the fair. The Crescent Toy Co. Ltd. received trade inquiries from visitors to the fair from Czechoslovakia and Baghdad.

A number of individual stands were also arranged by various firms, and one of these, Tintometer Ltd., of Salisbury, made useful contacts in Austria as well as receiving inquiries for their colour-measuring instruments from visitors to the fair from Rumania, Poland, Hungary and Kuwait. Firth & Co. (Huddersfield Textiles) Ltd., did considerable business in worsted suiting piece-goods, and Black & Decker Ltd., and Wolf Electric Tools Ltd. received orders for their electric hand tools.

Similar reports of good business done have been received from agents of British manufacturers exhibiting in other halls and open-air sections of the Vienna Fair's extensive permanent exhibition grounds. The Austrian agent for Dimplex at times had inquirers queueing for leaflets and information about the Dimplex heaters on display. Hoover, Rank-Xerox and Pyrex, amongst others, also did good business on their stands.

Lord Drumalbyn, Minister of State, Board of Trade, visited the British Pavilion and was introduced to exhibitors on their stands during the morning of Wednesday, September 16. He returned to the Pavilion on the Wednesday evening to attend an official reception given by Mr. Cedric Maby, Commercial Counsellor, H.M. Embassy, Vienna, for Austrian officials, British exhibitors and their agents and trade customers. Lord Drumalbyn also called on other British firms exhibiting elsewhere in the various halls and on open-air stands in the extensive Vienna Fairgrounds.

Sir Malcolm Henderson, HM Ambassador at Vienna (third left), talking to Mrs. Potter, Secretary of the Federation of Sussex Industries, on the Federation's stand, at Vienna.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Europe	*Sept. 4*	*Dec. 4*
United Kingdom	*Aug. 7*	*Nov. 6*
Outside Europe	*July 3*	*Oct. 2*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

**indicates event which is held annually at approximately the time stated.*

†indicates event which is held alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on September 4, August 7, and July 3.

EUROPE

Amendment:

Paris: The Board of Trade has been informed that the International Agricultural Show, March 5-14, 1965, will be held in conjunction with the International Agricultural Machinery Exhibition, March 8-14, 1965.

Additions:

TRIPOLI (LIBYA): INTERNATIONAL TRADE FAIR, – February 28-March 20, 1965.
* Apply, Dr. Ali El Jazairi, Director of the Tripoli Fair, Tripoli.

PARIS: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – September 9-19, 1965.
Apply, Le Syndicat des Constructeurs d'Appareils Radio Recepteurs et Televiseurs, 23 rue de Lubeck 16e.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26, 1965.
† Apply, Verband Der Automobilindustrie E.V. Post Box 725347, Westendstrasse 61, Frankfurt Am Main 16.

British success at Cologne International Cycle Show

THE INTERNATIONAL Cycle and Motor Cycle Exhibition which took place this year from September 16-20 at Cologne attracted 268 exhibitors of which 124, or 46 per cent, were foreign firms from 14 countries. A total of 35,200 visitors passed through the various gates, and of these, 3,550 came from 44 European and overseas countries. The entire exhibition occupied three halls, or in figures, 26,000 square metres of space

The largest contingents of foreign exhibitors came from Great Britain (25), Holland (23), Japan (22), Italy (19), France (17) and Belgium (7). According to their spokesmen, the 144 participating German firms did considerably better business compared with the last IFMA in face of keen competition from abroad. Increased wage and production costs caused prices in some sectors of the German industry to rise, though not unduly it was said. Where prices had risen the increase had been offset to some extent by improvements in quality design or equipment. The world market for bicycles and motor cycles is large enough to give everybody a fair share of the business—there are 125 million of the former and 30 million of the latter, and many of the countries concerned were represented at Cologne, including 21 of the so-called developing countries, whose particular requirements in this field will need careful consideration.

The exhibition covered the whole of the industry – the child's three-wheeler, the bicycle in all its shapes and forms – to remain in one piece, to fold or to dismantle and stow away in a car boot. Mopeds, Mokicks, motor scooters and motor cycles with infinitesimal engines at one end of the scale vied with the autobahn and motorway devouring monsters from German, British and Japanese factories for the favours of the knowledgeable visitors. Competition is so keen that the race will go to those who satisfactorily combine quality of material, and, above all, design, with the present trend of packing hitherto undreamt of brake horse-power into engines large and small.

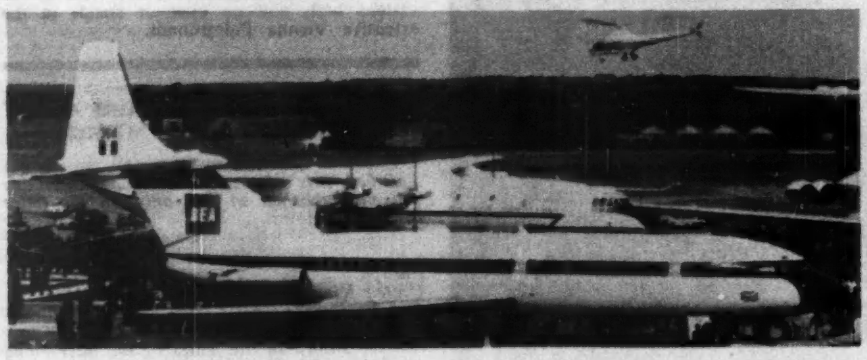
The British contingent, 22 member firms of the Cycle and Motor Industries Association Ltd., was accompanied on a well-designed stand under the ægis of the Board of Trade. They were besieged by Press photographers and received the attention of the television network as soon as they arrived. Resultant coverage was good and was enhanced on the opening day of the Fair by a very successful Press reception attended by Mr. H. Geoffrey Jones, the president of the Association; Mr. D. N. Royce, Commercial Counsellor at the Embassy; Herr Burauen, the Lord Mayor of Cologne; and the managing directors of the Cologne Fair. The president of the British Trade Association referred to the fact that this was the first joint effort of the British industry at an international exhibition outside the United Kingdom, and gave impressive figures of our exports over the past ten years. Towards the end of the reception a spectacular entrance was made by Mr. S. N. Shilton, general sales manager of the Triumph Co. Ltd., who had ridden a motorway police machine from Coventry to Cologne (Lydd-Liege by air) in four and a half hours. He bore a verbal message of goodwill to the Lord Mayor of Cologne from the Lord Mayor of Coventry.

Other tangible evidence of the quality of British motor cycles came with the well-timed winning of the Moto-Cross world championship by Jeff Smith riding a BSA at San Sebastian, Spain, on the Sunday prior to the Fair. The silver trophy recently won by the British team at the international six-day trial in East Germany was displayed on the stand.

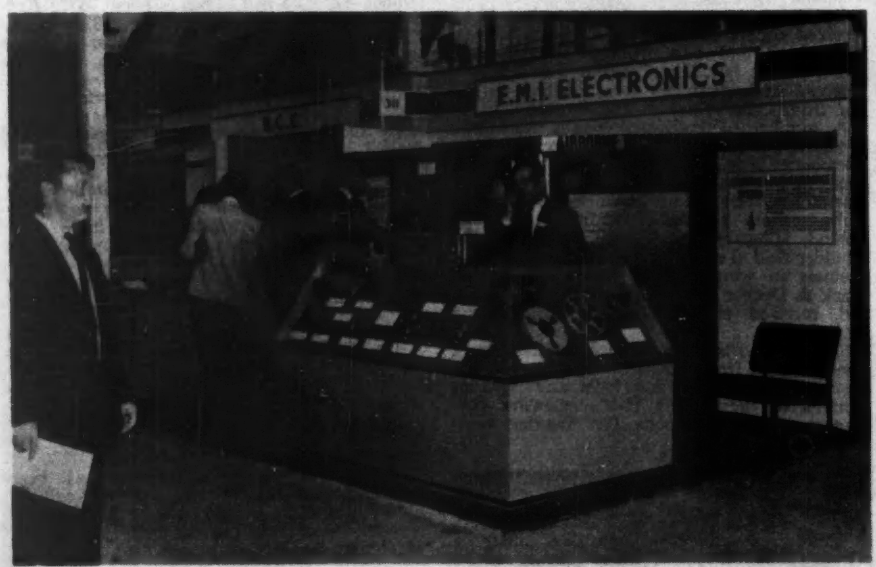
British participation at this Fair was well worth while, but it is impossible in a short article to give a detailed account of business done or set in train. Sufficient activity was, however, noted on our stand, and its outcome recounted in talks with each exhibitor for the conclusion to be drawn that IFMA was one of the most successful joint ventures at Cologne in recent years.

Each stand was well frequented on the first three days and overwhelmed by leather-clad motor-cyclists and other interested visitors on the last two days, Saturday and Sunday. Not only did traditional and new-look bicycles and motor cycles receive considerable attention –

Farnborough attracted 10,000 overseas visitors



More than 10,000 overseas visitors attended the Farnborough, Hants, Air Show from September 7 to 13, where they saw nine of Britain's new civil and military aircraft on display to the world's aviation experts. The new civil airliners taking part in the flying display included the 'bus-stop' BAC 111, the Super VC 10 long-range jet, and the Hawker-Siddeley Trident, shown above. The show is held every two years and is organized by the Society of British Aero-Space Companies.



EMI Electronics Ltd.'s stand at Farnborough. Latest developments in micro-electronics and a method of obtaining a realistic three-dimensional display for a data processing radar were featured.

BROOK

THE BEST FOR 60 YEARS
1/25 th. to 650 h.p.
1904–SIXTY YEARS OF ELECTRIC MOTOR DEVELOPMENT–1964
BROOK ELECTRIC MOTORS
64/A

International Leather Week Exhibition in Paris

A general view of British stands at the Paris Leather Fair.

THE 22ND INTERNATIONAL Leather Exhibition of Paris was inaugurated at the Porte de Versailles, on September 10 and for six days buyers from the four corners of the earth saw, over a surface of 42,000 square metres, samples of the finest skins and hides, together with a complete range of goods manufactured from them and the machinery used for this purpose.

British exporters consider this exhibition to be the most important of its kind in Europe, and its rapid expansion over the past few years shows that this opinion is also shared by other Nationals. Last year, for instance, the exhibition covered an area of only 30,000 square metres. In 1955, 1962 and 1964 the numbers of exhibitors were 472, 860 and 1,183 respectively. More than 400,000 visitors are expected this year which represents an increase of 20 per cent over attendance in 1963.

The Semaine du Cuir is, perhaps, the most international of all the exhibitions held in Paris, and this year more than 50 per cent of its participants were foreigners. They came from 27 countries, including South Africa, Tunisia and Uruguay who were taking part for the first time. The United Kingdom led the foreign participation in numbers with 88 firms, and West Germany came second.

Almost half of the British exhibitors were taking part in a joint-venture scheme in co-operation with the Board of Trade – which supplied financial assistance – and the Central Office of Information – which was responsible for the design and execution of the stands used by the British Leather Federation and by the Leather Importers Factors and Merchants Association. Twenty-nine of the Federation's members were represented on the latter's stand this year while the Association had twelve of its members exhibiting on its stand. Each organization had an information stand which dealt with numerous inquiries. The British Leather Federation's stand, measuring 280 square metres, was the largest of all the stands. While many others were delicately designed for prestige purposes, both the BLF and the LIFMA stands were constructed with a view to both prestige and business.

This policy is most rewarding. In 1962 the British Leather Federation estimated that they received orders to the value of £250,000 as a direct result of participating in the fair. The figure for 1963 was £330,000 and the estimate for this year is £500,000. Their optimism is justified as this year's bigger-than-ever exhibition has attracted more buyers than ever.

Many of the firms which were not in this year's joint-venture had taken part previously and were appreciative of the foothold which they had thus been able to secure in the international market.

During the course of the fair the British stands were visited by HM Ambassador to France who, during the past three years, has taken a keen interest in British participation in this specialized trade fair and who, needless to say, was very pleased with the valuable orders which the British leather industry has been able to win in face of stiff competition.

Cologne Cycle Show continued

there was also real interest and orders for motor cycle fairings, clothing and footwear, bicycle frame sets and other accessories.

A number of firms took sizeable sample orders and also received many genuine inquiries. In some cases suitable agents were found and appointed. Orders actually booked ranged from £1,000 to a few thousand pounds, with good prospects of future business.

All the exhibitors stated that they had benefited from this, their first appearance as a group at an overseas fair. A number of them admitted that they had treated it as a 'dummy run' and were delighted that it had paid off in sales, contacts or experience gained. The concensus of opinion was that current business not only in Germany but elsewhere in Europe can be increased, new customers can be won, and that we can fill several hitherto unsuspected gaps in certain branches of the foreign industry. The opportunities now available will not remain so indefinitely in view of the mounting competition in this market. A decision on the place and date of the next event is expected to be taken within a month. The signs are that it will again be staged at Cologne.

International produce and a thousand wines at Food Fair

TWENTY-SIX countries joined home manufacturers at Britain's Food Fair which was held at Grand Hall, Olympia, from September 2 to 16. 'Table Magic' was the theme of the Fair, chosen by its sponsors, the Food Manufacturers' Federation, to emphasize the benefits brought about by the great advances in food manufacture and processing in recent years. The products of more than 600 firms – an increase on the last Fair in 1962 – were on display and for the first time there was an International Wine Pavilion. A thousand different varieties of wine were offered at the Fair.

The 'table magic' theme referred particularly to prepared or 'convenience' foods. The Food Manufacturers' Federation announced that these are finding a bigger market every year and that well over half the £5¼ million spent on food in the United Kingdom each year goes on manufactured products.

British achievement on show in Berlin

BRITAIN'S EXHIBIT at the annual German Industries Fair which opened in Berlin on September 19 aims at giving a close-up of Britain and some of its industrial achievements. The fair's theme is 'Partners for Progress – South America', and the exhibit also traces the part played by Britain in the economic development of South America. It has been designed and organized for the Foreign Office by the Central Office of Information.

The display includes sections on the oil, chemical and plastics industries. Products from more than 80 British firms are on show, among them a two-ton injection moulding machine producing give-away items in plastic.

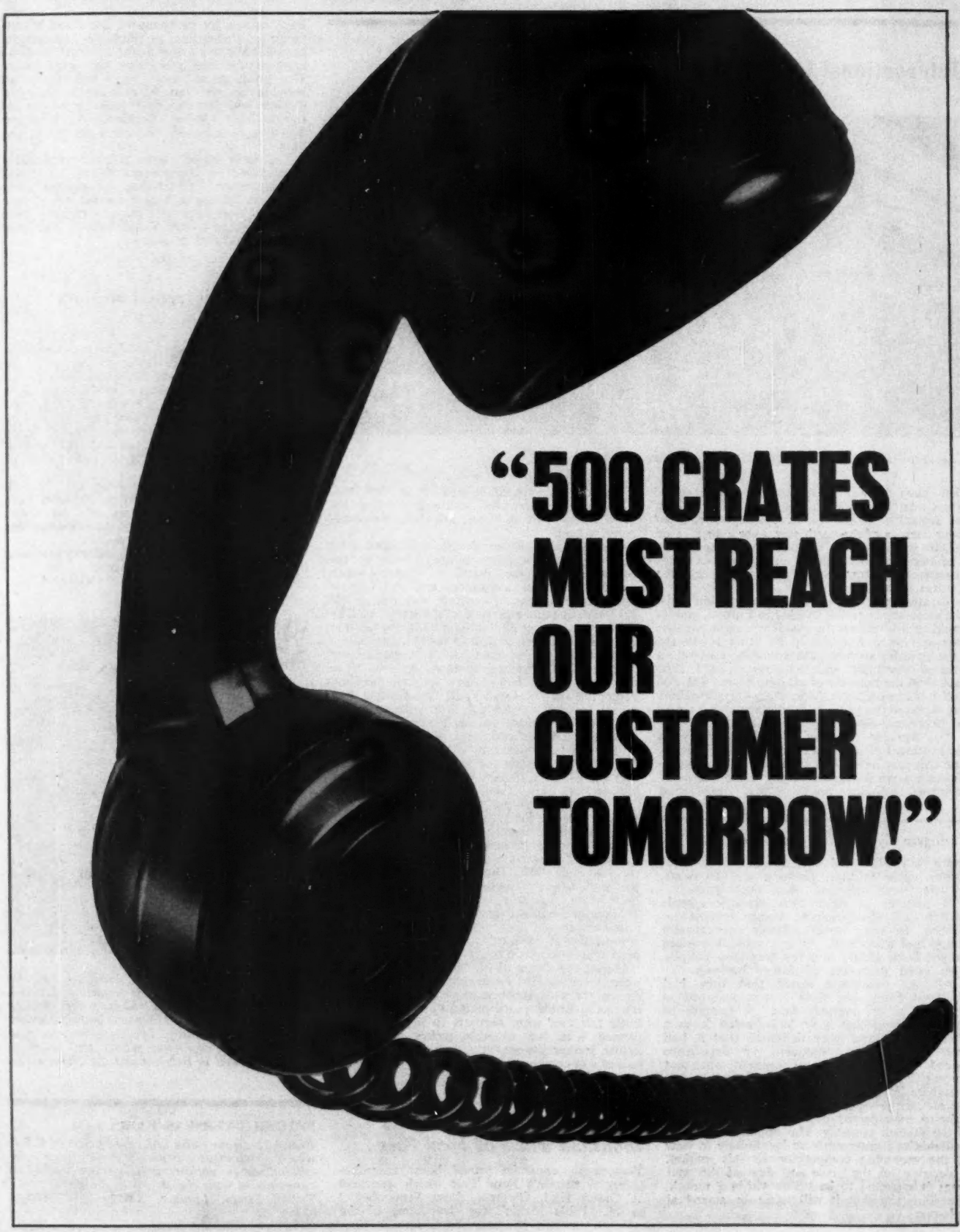
Films on Britain and British industry are being shown daily in the pavilion cinema.

The fair will remain open until October 4.

Northamptonshire stone is embodied in this fireplace made by A. Bell & Company Limited, Kingsthorpe, Northampton who have been making and exporting specialized fireplaces and chlorinators for over half a century. The company export to more than 20 countries, selling the fireplaces particularly well in Belgium and the Netherlands.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).


"500 CRATES
MUST REACH
OUR
CUSTOMER
TOMORROW!"

"Rail Freight's the answer— I'll send them this afternoon!"

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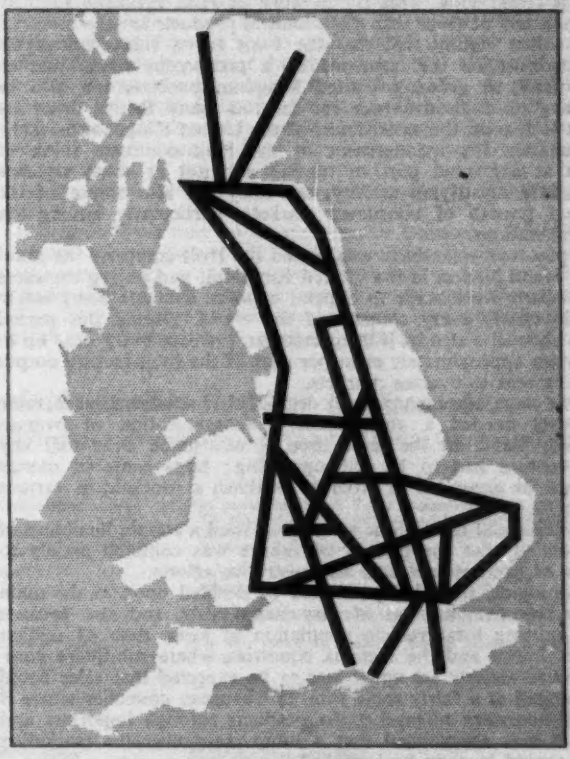


Rail freight

Issued by British Railways

Overseas Trade and Exports

How to succeed in export without finding it trying

BY PETER N. WHITEHEAD, EXPORT MANAGER, HOLT PRODUCTS LTD.

ANY BRITISH MANUFACTURING FIRM which can double its already substantial export business in less than two years, particularly in the face of the heavy international competition which exists in the automotive consumer field, and without investment, commands respect. But when it also achieves brand leadership in some European markets over the same period of time, it is surely worth taking a closer look. This is the story of Holt Products Limited, manufacturers of more than 120 chemical products for the motorist.

It is often rightly said that the basis for a successful export business must be the existence of a prosperous home market. Paradoxically a growing United Kingdom business can also be something of a disadvantage for far too many British firms are content to live on the easier fruits of the United Kingdom market.

Fortunately the management of the Holt company think of exports as a normal part of trading and not as some separate and slightly mystifying activity, and they are also aware of the continual growth of consumer markets, particularly among the emergent nations.

The post-war years have established the Holt company as automotive brand leaders in the United Kingdom, and during the same period efforts were made to expand exports, contacts being established in nearly every country of the world. During this period exports showed a steady, if unspectacular, increase every year up to 1962, when approximately eight per cent of the total factory output was being sent to oversea markets.

At this stage, the management decided that a substantial increase in exports needed a comprehensive reorganization of oversea marketing plans. At the same time, it was made clear that any major venture had to be self-supporting; huge sums of money could not be expended in order to establish a foothold in various markets.

These financial restrictions actually allowed a certain flexibility of movement in that the penalty of failure was confined mainly to wastage of promotional and administrative efforts.

It was logical that Europe should be decided upon as the main oversea objective, because of easy accessibility, and also because of the existing total vehicle population of more than 41 million cars. In France and the Benelux countries, where subsidiary companies were already set up, it was to be expected that sales could be developed at a fairly rapid rate. In European countries where it was still necessary to market the products through importers and agents, it was appreciated that a more comprehensive marketing scheme would have to be launched.

The problem was where and how to begin.

Because of their traditional acceptance of British goods, their dependence on imports, and their high standard of living, the Scandinavian countries were selected for the initial marketing programme.

Holts soon found that a British designed package, even containing foreign language instructions, did not have the same sales appeal as in the United Kingdom market. European package design was quite different to that in the United Kingdom, and because of the technical nature of some Holt products, it was found desirable to have packaging completely printed in the language of the country concerned, and more in keeping with merchandise practices already successful in those markets. Obviously this would raise production costs, and therefore it was essential to ensure that initial distribution was well planned so as to enable the Holt United Kingdom factory to manufacture economic production runs of special language containers.

The next problem was how to gain the active co-operation of the automotive accessory trade without being able to offer substantial advertising support.

In Denmark, where the scheme was first launched and where the automotive wholesalers are also direct importers, a small team of salesmen was appointed on a commission basis with the primary task of promoting the products at retail level, subsequently capturing the wholesalers' interest. During the first stages, when no advertising could be afforded, the selling effort was confined to a limited range of the most popular products using actual product demonstrations as well as inexpensive direct mail campaigns, with the object of getting the maximum display on the retailers' shelves. This rather aggressive direct selling method met with encouraging success. Sales actually trebled over the first eight months, and very satisfyingly the wholesalers began to sit up and take notice. From the increased business over the first year, some of the additional profits were ploughed back in the form of national advertising. The less expensive motoring magazines were chosen first. With projects costs very much under scrutiny, the first advertising attempts were made without advertising agents. Photoprints of illustrations, text matter (in English) together with examples of other Holt advertising were supplied from Holts United Kingdom, and translated by the salesman in Scandinavia. Lay-out, type-setting and block-making were prepared by the magazines themselves.

Despite the absence of advertising expertize, the initial presentation was quite attractive, and allowing for differences in type faces they followed reasonably well the layout as used by Holts in United Kingdom newspapers.

This arrangement was never intended to be more than an interim measure. The Holt advertising agents in the United Kingdom were eventually called in and instructed to prepare suitable layouts, initially with specific Scandinavian motoring journals in view, but subsequently for other media and markets also. Layouts were eventually produced for a series of insertions and translated into Danish. The final artwork was produced in London and sent to the Danish magazines, from which they made up their own printing blocks.

This magazine advertising campaign stimulated the enthusiasm of the wholesalers and made it possible to gain their co-operation in sales training activities, display schemes, and in following marketing plans laid down by the Holt company.

There was a temptation at this stage to be selective in the number of wholesalers carrying the Holt line, on the promise that a limitation of wholesalers would be a greater incentive to the fewer franchise holders.

It was decided against this step on the grounds that the growth of Holt sales would be afterwards restricted, and the products were offered through as many wholesalers as possible. Some of the larger wholesalers were not at first enthusiastic over what they regarded as a sharing of the spoils, but this decision was subsequently justified by better sales results.

The next stage was to step up advertising in the National Press, and to intensify sales activities, particularly at retail level, and arrangements were made to give product training to wholesalers' and gas station salesmen.

In Norway, where a simultaneous marketing campaign was conducted, the same substantial advances were made over a comparatively short period of time, and in Sweden, the next territory to be selected for the campaign, encouraging success was achieved with

nearly a third of the country's gasolene stations who are participating in a point of sale display scheme.

These successes were not of course achieved without a thorough appraisal of the market conditions, as well as a careful evaluation of selling prices, and maintaining the closest personal liaison with salesmen and wholesalers.

The company's attention has now turned to other European markets where local competition is more intense, but where with sensible management, intelligent marketing, and aggressive salesmanship, it is confidently expected that similar results will be attained.

It is acknowledged that in a United Kingdom-controlled export marketing operation such as this a certain element of risk is carried, necessitating considerable powers of judgment from the Holt management in production planning, for the need for this major export enterprise to pay its own way allows little margin for errors or miscalculations.

Between 1961 and 1964, and with an expanding home market, the export share of Holts total factory production rose from eight to fourteen per cent. Though exports are still a comparatively minor part of the business, the signs are that they will grow over the next few years. The present rate of progress in export markets, without the necessity for any initial financial allocation, is noteworthy evidence of what can be done by an enterprising British manufacturer, providing he has the will to succeed.

TRADE AND FINANCIAL ARRANGEMENTS

Britain and Italy

ARRANGEMENTS have been made between Britain and Italy to continue until June 30, 1965 the existing arrangements for the two items for which import quotas are still in force in Italy, viz:

Gold and alloys, including platinum gold . .	£90,000
Gold manufactures	£15,000

Licences will also be granted for the import into Italy of tetraethyl lead and anti-knock compounds based on tetraethyl lead.

Italy has also agreed to permit the export to Britain of at least 1,000 tons of argols, of which 200 tons will be wine lees.

Turkey and Yugoslavia

A PROTOCOL supplementing the Trade Agreement dated December 31, 1959 between Turkey and Yugoslavia was signed in Ankara on May 25, 1964, and will regulate trade exchanges between the two countries for one year from April 1, 1964.

Annexed to the protocol are two lists of goods, 'A' covering Turkish exports to Yugoslavia and 'B' covering Yugoslav exports to Turkey. These lists supersede those annexed to the 1963 protocol.

An English translation of the protocol may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

Cuba and Bulgaria

HM EMBASSY in Havana report that a communique was issued by the Cuban Ministry of Foreign Trade on August 25, 1964, announcing the signature in Havana of a long-term Commercial Agreement and an Agreement for Economic, Scientific and Technical co-operation between Cuba and Bulgaria. These Agreements cover the period 1965-1970.

Under the long-term commercial agreement Cuba will export to Bulgaria 1·1 million tons of sugar over the five-year period in the following proportions: 150,000 tons in 1965, 180,000 tons in 1966 and 200,000 tons in each of the years from 1967-1970. Cuba is also expected to export some tobacco and nickel within the terms of the agreement. In return Bulgaria will send to Cuba machinery (mainly hoists, electric motors, water pumps and complete installations) and consumer goods such as food preserves and fresh fruit. Mention was also made of possible exports to Cuba by Bulgaria of consumer durables over the next five years, including 75,000 television sets.

It is understood that the Convention for Economic, Scientific and Technical Co-operation will set up a joint commission, probably meeting every two or three months alternately in Sofia and Havana, to study problems of economic specialization and collaboration.

The texts of these agreements have not been published and no further information about them is available.

British overseas commercial representatives' visits during October to December

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during October to December, 1964.

INDIA (Bombay)	A. Wooller	Principal British Trade Commissioner	October/November	Has served as British Trade Commissioner in New Zealand (Wellington), Canada (Ottawa and Toronto) and Hong Kong.
(Madras)	H. F. Codling	British Trade Commissioner	From December	Has also served as British Trade Commissioner in Pakistan (Lahore), and Canada (Halifax).
IRAQ (Baghdad)	W. J. Rumble	Second Secretary (Commercial)	December	Has served as Assistant British Trade Commissioner in Jamaica (Kingston) and the Irish Republic (Dublin).
GERMANY, W. (Bonn)	*R. K. Robertson	First Secretary (Commercial)	From November	Has served as Second Secretary (Commercial) in Iran (Tehran).
NIGERIA (Lagos)	B. V. Bull	Assistant British Trade Commissioner	From October	Has also served as Assistant British Trade Commissioner in Ibadan.
PAKISTAN (Karachi)	J. W. Smith	Assistant British Trade Commissioner.	November	In present post since 1961.
PERU (Lima)	D. K. Urquhart	Second Secretary (Commercial)	November	In present post since 1962
SWEDEN (Stockholm)	F. C. D. Sargeant	First Secretary (Commercial)	October/November	In present post since 1962.
TANGANYIKA (Dar-es-Salaam)	R. S. Howe	Assistant British Trade Commissioner.	November	In present post since 1963.
TUNISIA (Tunis)	E. H. Noble	Second Secretary (Commercial)	From December	In present post since 1962.
UNITED STATES (New York)	G. G. Simpson	Deputy Consul-General (Commercial).	November	In present post since 1962.
YUGOSLAVIA (Zagreb)	A. L. Kettles	H.M. Consul	From October	Has also served as Consul in Switzerland (Berne).

* From Bonn on transfer to Stuttgart as H.M. Consul (Commercial).

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

ARGENTINA

Steel Plates for Rio Santiago Shipyard. October 15. E.S.B. 26660/64.

AUSTRALIA

Fire Protection Equipment for Lucinda Bulk Sugar Terminal Organization. October 14. E.S.B. 26689/64.

Lightning Arresters for Northern Electricity Authority of Queensland. November 25. E.S.B. 26919/64.*

Switchgear for Mackay Regional Electricity Board. October 19. E.S.B. 26664/64.*

Concrete Wharf Extension for Gladstone Harbour Board. October 7. E.S.B. 26667/64.

Goods Wagons for Queensland Railways. (Further Information.) Closing date postponed to October 13. E.S.B. 26645/64.

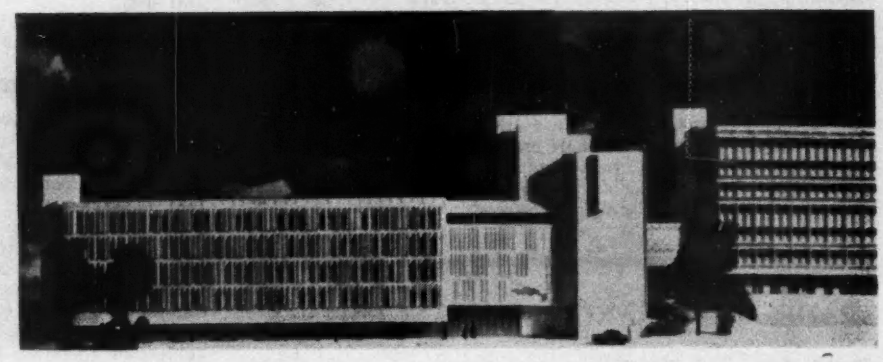
Locomotives for Western Australian Government Tender Board. November 12. E.S.B. 27106/64.*

Well Logging Equipment for Supply and Tender Board. October 26. E.S.B. 26971/64.*

Electricity Commission of New South Wales:

Transformers. December 1. E.S.B. 27184/64.*

Transformers. November 9. E.S.B. 27145/64.*



In the face of strong international competition, the Crittall Manufacturing Company Limited of Braintree, Essex have won a contract worth more than £99,000 for supplying 5,818 galvanized steel windows and doors for the Secretriat Buildings, Islamabad, Pakistan. The order was placed by the Capital Development Authority, Rawalpindi, West Pakistan. The architects for this project on which work has already started, are the Italian partnership of Gio Ponti, Antonio Fornaroli and Alberto Rosselli of Milan. The photograph shows a section of model of the Secretariat Buildings.

BURMA

Generating Sets for Electricity Supply Board. November 16. E.S.B. 27332/64.*

Military Stores for Ministry of Defence. October 22. E.S.B. 26662/64.*

Textile Machinery for Textile Mills Management Committee. October 12. E.S.B. 27149/64.*

Industrial Development Corporation:

Silver Steel Rods and Flats. October 12. E.S.B. 27148/64.*

Steel Billets. October 26. E.S.B. 26652/64.*

Small Steel Billets. October 9. E.S.B. 26653/64.*

People's Stores Corporation:

Platform Weighing Scales. October 21. E.S.B. 26633/64.*

M.S. Flats, Angles and Plates. October 16. E.S.B. 26647/64.*

Paper. October 15. E.S.B. 27331/64.*

Catering Equipment. October 23. E.S.B. 27333/64.*

Pressure Cookers. October 23. E.S.B. 27334/64.*

Indigo. October 19. E.S.B. 27150/64.*

Zinc Slabs. October 26. E.S.B. 27151/64.*

Iron Sheets. October 26. E.S.B. 27312/64.*

Foodstuffs. October 7 and 12. E.S.B. 27335/64.*

CANADA

Transmission Line Equipment for British Columbia Hydro and Power Authority. October 13. E.S.B. 26625/64.

CEYLON

Power Loom Machinery for Aluth Kuru Korale North Co-operative Textile Societies Union Ltd. Advance Information. E.S.B. 26716/64.

Rayon Yarn for Ministry of Rural and Industrial Development. October 20. E.S.B. 26924/64.

Ministry of Land, Irrigation and Power:

Air-conditioning Plants. November 10. E.S.B. 26989/64.*

Construction of Tunnel and Surge Shaft. November 27. E.S.B. 26990/64.

Air Conditioning Plant. October 27. E.S.B. 26659/64.*

Ministry of Health:

Pharmaceuticals. December 8. E.S.B. 26655/64.*

Water Supply Scheme. October 27. E.S.B. 26657/64.

COLOMBIA

Cable; Electrical Equipment for Central Hidroelectrica de Calcas. October 13. E.S.B. 27194/64.*

Harbour Works for Empresa Puertos de Colombia. December 7. E.S.B. 26901/64.

Construction Project for Corporacion Autonoma Regional del Cauca. (Further Information.) Closing date postponed to November 3. E.S.B. 18851/64.

COSTA RICA

Chemicals for Seccion Proveeduria de la Caja Costarricense de Seguro Social. October 8. Tender documents (in Spanish) available. E.S.B. 27309/64.*

(*Continued on page* 706)

No. 9 of a series

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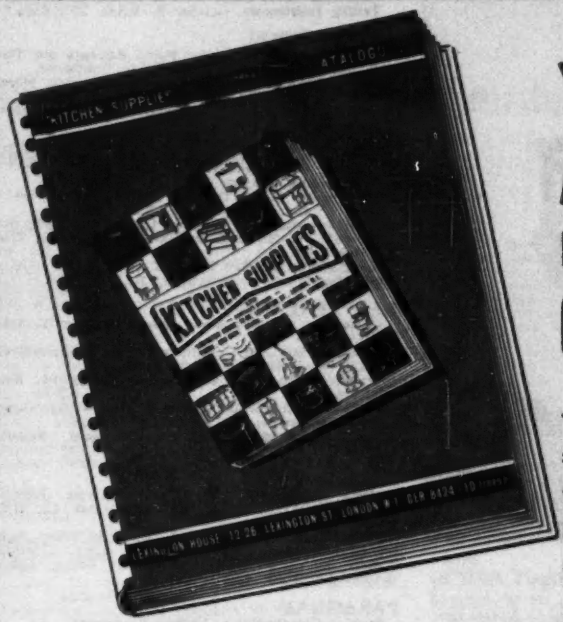

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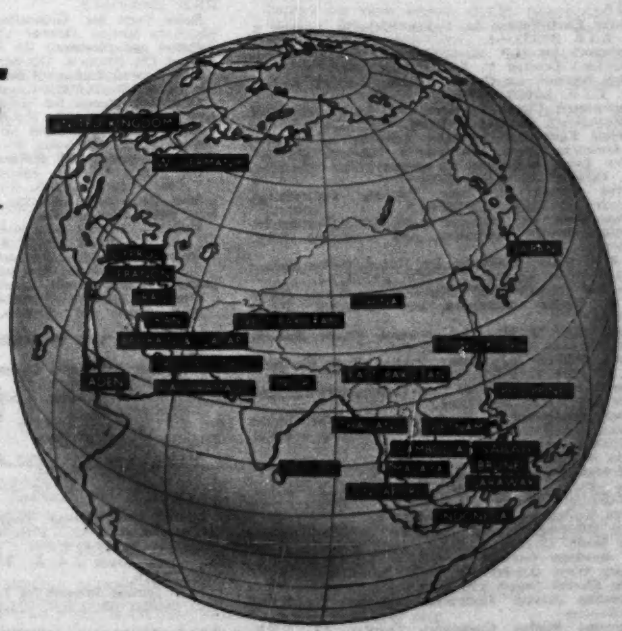

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El Instituto Costarricense del Electricidad:
Pipes and Fittings. October 7. E.S.B. 26675/64.*
Steel Plates. October 26. Tender documents (in Spanish) available. E.S.B. 27152/64.*
Paper; Ink; Stencils. October 8. Tender documents (in Spanish) available. E.S.B. 27153/64.*

EGYPT

Varnish for Egyptian Railways. October 19. E.S.B. 27302/64.
Mechanization Project for Postal Organization. February 22, 1965. E.S.B. 26824/64.

FORMOSA

Central Trust of China:
Oil Filter. (Further Information.) E.S.B. 26565/64.*
Pipe Heaters; Printing Machine. October 8. E.S.B. 26319/64.*
Air Compressors. October 7. E.S.B. 26320/64.*
Cork Stamping Press. October 12. E.S.B. 26322/64.*
Timber. October 12. E.S.B. 11833/64.*
Chemicals. October 8. E.S.B. 13875/64.*
Copper. October 9. E.S.B. 26975/64.*
Pumps. October 12. E.S.B. 26982/64.*
Chemicals. October 12. E.S.B. 27160/64.*
Warfarin. October 12. E.S.B. 27161/64.*
Thermometers; Vacuum Gauge Tester. October 12. E.S.B. 26984/64.*
Chemicals. October 14. E.S.B. 27163/64.*
Air Compressor. October 9. E.S.B. 27165/64.*
Tube Fittings. October 9. E.S.B. 27166/64.*
Vacuum Filters. October 14. E.S.B. 27170/64.*
Valves and Steam Traps. October 12. E.S.B. 27172/64.*
Tissue Paper. October 9. E.S.B. 27137/64.*
Metal and Alloy. October 9. E.S.B. 27138/64.*
Electrical Equipment. October 13. E.S.B. 27139/64.*
Lift. October 12. E.S.B. 27140/64.*
Steel Bars. October 22. E.S.B. 27141/64.*
X-Ray Accessories. October 8. E.S.B. 27142/64.*
Radio Transceiver. October 7. E.S.B. 27143/64.*
Pharmaceuticals. October 15. E.S.B. 27144/64.*
Heat Exchangers. October 15. E.S.B. 27164/64.*
Control Instruments. October 16. E.S.B. 27167/64.*
Liner Board. October 16. E.S.B. 27168/64.*
Fork Lift Trucks. October 16. E.S.B. 27169/64.*
Vacuum Ejector System. October 16. E.S.B. 27171/64.*
Pipe Fittings. October 16. E.S.B. 27173/64.*

FRANCE

Electronic Instruments for Supreme Headquarters, Allied Powers, Europe. November 5. E.S.B. 27165/64.*

GREECE

Chemicals for Agricultural Bank of Greece. October 13. E.S.B. 27147/64.*
Ministry of Trade:
Chemical Laboratory Instruments and Apparatus. October 12. E.S.B. 26929/64.*
Drilling Equipment. October 17. E.S.B. 26930/64.*

INDIA

Railway Electrification for Indian Railways. January 8, 1965. E.S.B. 26932/64.
Conductors for U.P. State Electricity Board. (Further Information.) October 7. E.S.B. 25369/64.
Circuit Breakers for Central Railway, Bombay. November 2. E.S.B. 26938/64.*
Transformers; Circuit Breakers, etc., for Mysore State Electricity Board. October 7. E.S.B. 26913/64.*
Metering Equipment; Lightning Arresters for Maharstra State Electricity Board. November 2. E.S.B. 26912/64.
Water Level Indicators for Assam State Electricity Board. October 25. E.S.B. 26909/64.
Triplex Pumps for Beas Purchase Organization. November 16. E.S.B. 26906/64.*
Rolling Stock for Durgapur Steel Plant. (Further Information.) Tender documents now available. E.S.B. 25516/64.*
Oil Purification Equipment for Koyna Hydro Electric Project, Bombay. October 7. E.S.B. 27111/64.
Tape for Supplies and Disposals Directorate. October 13. Tender documents now available. E.S.B. 27125/64.*
Straightening Machine for Integral Coach Factory, Madras. October 8. E.S.B. 27126/64.
Circuit Breakers for Andhra Pradesh State Electricity Board. October 7. E.S.B. 27127/64.*
Pumping Sets for National Coal Development Co. Ltd. October 19. E.S.B. 26917/64.*
Railway Equipment for South Eastern Railway. Tender documents and drawings now available. E.S.B. 25570/64.*
Industan Shipyards Ltd.:
Steel Hatch Covers. October 12. E.S.B. 27133/64.*
Stern Parts for Vessels. November 18. E.S.B. 27134/64.
Southern Railway:
Water Distilling. October 16. E.S.B. 26629/64.
Wire Rope. October 7. E.S.B. 26627/64.
Ball Bearings. October 7. E.S.B. 26628/64.
Copper Wire. October 22. E.S.B. 26630/64.
Calcutta Electric Supply Co. Ltd.:
Generating Station Equipment. October 17. E.S.B. 27340/64.
Generating Station Equipment. October 17. E.S.B. 27341/64.

IRAN

Electrolyte Zinc for Army Munitions Factory. October 18. (Further Information.) E.S.B. 13227/64.*
Iran Factories Corporation:
Super Phosphate. October 24. Tender documents (in French) now available. E.S.B. 26937/64.*

One of the 28 vertical plate freezers made by Jackstone Froster Ltd., Grimsby, being lowered on board a cargo vessel for shipment to Rotterdam. The freezers are for a 7,000 tons d.w. fish factory ship now being built in Holland for Korea. This is said to be the largest single order to be placed for this type of equipment.

Electric Lift Truck. October 17. E.S.B. 26997/64.
Insecticides. October 27. E.S.B. 26996/64.*
Tehran Electricity Authority:
Cable Shoes and Accessories. October 12. E.S.B. 27102/64.*
Electrical Equipment. October 27. E.S.B. 27105/64.

IRAQ

Office Machinery for Ministry of Defence. October 28. E.S.B. 26998/64.*
Spare Parts for Generating Machines for National Electricity Service. October 15. E.S.B. 26991/64.
Cables and Electricals for Administration for Distribution of Oil Products. October 25. E.S.B. 27000/64.
R/S Ground Equipment for Ministry of Finance. October 25. E.S.B. 26993/64.
Centrifugal Pumps for Ministry of Municipal and Rural Affairs. December 15. E.S.B. 26992/64.
Water Purification Plant for Ministry of Municipal and Village Affairs. November 30. E.S.B. 27159/64.
Iraq Government Oil Refineries Administration:
Oil Tanks. (Further Information.) Tender documents now available. E.S.B. 25539/64.*
Steel Drum Sheet. October 20. E.S.B. 26999/64.
Iraqi Ports Administration:
Vehicles. (Further Information.) Tender documents now available. E.S.B. 25542/64.*
Offset Press and Accessories. (Further Information.) Tender documents now available. E.S.B. 25543/64.*
Baghdad Water Supply Administration:
Cast Iron Specials. December 31. E.S.B. 26995/64.
Steel Pipes and Specials. November 1. E.S.B. 26994/64.
General Drugs and Chemicals Imports and Distribution Co.:
Veterinary Injections. Closing date not known. E.S.B. 27306/64.*
Insecticides. Closing date not known. E.S.B. 27307/64.*

IRISH REPUBLIC

Aerial Survey for Cavan County Council. Date not known. E.S.B. 27182/64.

ITALY

Underground Railway Project for Turin Metropolitan Railway. October 20. Press notice in Italian available. E.S.B. 27156/64.*

JORDAN

High Tension Switches for Jordanian Electric Power Co. Ltd. October 22. E.S.B. 27336/64.

MALAYSIA

Water Treatment Chemicals for Municipal Water Department—Malacca. October 13. E.S.B. 26936/64.
Science and Laboratory Equipment for Central Supplies Office. October 14. E.S.B. 27305/64.
Ministry of Defence:
Hoists. October 16. E.S.B. 26936/64.*
Hand Tools. October 16. E.S.B. 27348/64.*
Hand Tools. October 16. E.S.B. 27349/64.*
Hand Tools. October 16. E.S.B. 27353/64.*
Hand Tools. October 16. E.S.B. 27352/64.*
Hand Tools. October 16. E.S.B. 27351/64.*
Hand Tools. October 16. E.S.B. 27185/64.*
Measuring Instruments. October 9. E.S.B. 27115/64.*
Testing Instruments. October 9. E.S.B. 27114/64.*

MOZAMBIQUE

Galvanized Screwspikes for Ports, Railways and Transport Department. October 28. E.S.B. 26674/64.
Water Supply Scheme Works for Lourenco Marques Municipality. October 23. E.S.B. 27537/64.
Road Maintenance for Public Works Department. October 8. E.S.B. 26673/64.

NETHERLANDS

Directorate of Waterways:
Road Works. October 13. E.S.B. 26969/64.
Construction Work. October 7. E.S.B. 26973/64.
Road Works. October 21. E.S.B. 26964/64.
Road Improvements. October 13. E.S.B. 26965/64.
Riverside Works and Dredging. October 20. E.S.B. 26963/64.
Road Works. October 7. E.S.B. 26968/64.
Dredging Work. October 9. E.S.B. 26970/64.

NEW ZEALAND

Cranes for Otago Harbour Board. October 7. E.S.B. 27107/64.
Pumping Plant and Generating Set for Invercargill City Council. November 13. E.S.B. 26684/64.
Textiles for Ministry of Works. October 16. E.S.B. 27186/64.*
Multi-Channel Radio Telephone System for General Post Office. October 30. E.S.B. 26679/64.*
Rail Weighbridges for New Zealand Railways. October 7. E.S.B. 27187/64.*

PAKISTAN

Mining Equipment for West Pakistan Industrial Development Corporation, Karachi. October 15. E.S.B. 27121/64.*
Water Meters for Dacca and Chittagong Water Supply and Sewerage Authorities. October 28. E.S.B. 27347/64.
Rails for West Pakistan Railway Board, Lahore. October 12. E.S.B. 27122/64.

PARAGUAY

Road Construction Vehicles/Equipment for the Ministry of Public Works and Communications. Closing date postponed to October 21. E.S.B. 25341/64.

PHILIPPINES

National Power Corporation:
Electrical Equipment. October 20. E.S.B. 27326/64.*
Telephone System; Voice-Paging System. October 15. E.S.B. 27327/64.*

PORTUGUESE WEST AFRICA

Conveyor Belt for Ports, Railways and Transports Department. October 8. E.S.B. 27329/64.
Water and Electricity Board:
Copper Wire. October 9. E.S.B. 27328/64.
Water Meters. October 23. E.S.B. 27330/64.

SOUTH AFRICA

Cables and Accessories for State Tender Board. October 7. E.S.B. 26685/64.*
South African Railways:
Shot Blasting Installation. October 9. E.S.B. 26353/64.*
Transformers. October 9. E.S.B. 26339/64.*
Telegraph and Carrier System. October 9. E.S.B. 26354/64.*

SOUTHERN RHODESIA

Radio Telephone Equipment for Ministry of Posts. (Further Information.) E.S.B. 26615/64.*

SPAIN

Platform Ramp for the Ministerio de Obras Publicas. October 8. E.S.B. 26905/64.
Submarine Cable for Ministerio de la Gobernacion. (Advance Information.) Closing date not yet known. E.S.B. 27180/64.

SUDAN

Civil Engineering Works for Ministry of Works. October 15. E.S.B. 27174/64.*
Stores and Equipment Department:
Hockey Boots. October 7. E.S.B. 27195/64.
Catering Equipment. October 7. E.S.B. 27197/64.

SYRIA

Construction of Flour Mills for the Cereals Office of Damascus. Closing date postponed to October 21. E.S.B. 23109/64.*
Bus Chassis for Société d'Entreprises Générales. October 10. Tender documents (in French) available. E.S.B. 26962/64.*
Vehicles (Various) for Ministry of Municipal and Rural Affairs. October 8. Tender documents (in French) available. E.S.B. 26961/64.*

TANGANYIKA

Refrigerators for Central Tender Board. October 30. E.S.B. 26668/64.*

THAILAND

State Railway of Thailand:
Wool. October 7. E.S.B. 26641/64.
Nuts, Bolts, Washers. October 8. E.S.B. 26642/64.

TRINIDAD AND TOBAGO

Hospital Linen and Uniform Material for Ministry of Health and Housing. October 17. E.S.B. 26976/64.*

(Continued on next page)

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 427). Please quote reference numbers in all inquiries.

Australia
Agency inquiry for Christmas novelties; carpets and floor coverings; furniture, furnishings; glassware; wallpaper. (E.S.B. 26546/64.)
Agency inquiry for electrical and electronic equipment; machine tools. (E.S.B. 26528/64.)
Agency inquiry for clothing; fashion accessories; furnishing fabrics. (E.S.B. 21521/64.)
Agency inquiry for textiles. (E.S.B. 16906/64.)

Austria
Inquiry for hospital equipment and supplies. (E.S.B. 24515/64.)

Bahamas
Agency inquiry for hand tools; tubing. (E.S.B. 26056/64.)
Inquiry for electrical equipment; telephone cable. (E.S.B. 11429/64.)
Inquiry for accounting machines. (E.S.B. 26200/64.)

Bahrain
Agency inquiry for cigarettes. (E.S.B. 21851/64.)

British Honduras
Agency inquiry for children's wear; fancy goods; radios; toys and games; women's dresses. (E.S.B. 26542/64.)

Burma
Inquiry for office intercommunications. (E.S.B. 26661/64.)

Canada
Agency inquiry for canned jams and fruits. (E.S.B. 26596/64.)
Agency inquiry for sweaters. (E.S.B. 26445/64.)
Inquiry for lampshins; uniform fabrics; military cap peaks. (E.S.B. 26090/64.)

Denmark
Agency inquiry for hosiery. (E.S.B. 25721/64.)

Dominican Republic
Inquiry for toilet roll machinery. (E.S.B. 26095/64.)

Fiji
Agency inquiry for handbags; suitcases. (E.S.B. 26744/64.)
Agency inquiry for textiles. (E.S.B. 26819/64.)

Finland
Agency inquiry for shoe accessories. (E.S.B. 26487/64.)
Inquiry for soap flakes. (E.S.B. 26565/64.)

Formosa
Inquiry for woollen yarns for tapestry work. (E.S.B. 25849/64.)
Inquiry for glass manufacturing plant. (E.S.B. 26505/64.)
Inquiry for gyratory crusher. (E.S.B. 26466/64.)

France
Agency inquiry for fabrics; yarns. (E.S.B. 26099/64.)
Agency inquiry for hosiery; jewellery; underwear. (E.S.B. 26269/64.)
Agency inquiry for textiles. (E.S.B. 26760/64.)
Agency inquiry for electric motors and accessories. (E.S.B. 26777/64.)
Inquiry for household brushware. (E.S.B. 26437/64.)

Germany, Federal Republic of
Agency inquiry for wire drawing and stranding machines. (E.S.B. 26597/64.)
Inquiry for rubber boots. (E.S.B. 26848/64.)
Inquiry for office requisites. (E.S.B. 14096/64.)
Inquiry for suiting fabrics. (E.S.B. 26502/64.)
Inquiry for cotton linters. (E.S.B. 26583/64.)
Inquiry for bird seed. (E.S.B. 26585/64.)
Inquiry for P.V.C. transparent envelopes. (E.S.B. 26507/64.)
Inquiry for hi-fi equipment. (E.S.B. 9371/64.)
Inquiry for furniture. (E.S.B. 5687/64.)
Manufacture under licence – plastics novelties. (E.S.B. 24511/64.)

Ghana
Inquiry for furniture; hardware; mirrors; upholstery materials. (E.S.B. 26552/64.)

Honduras, Republic of
Inquiry for loudspeakers. (E.S.B. 3867/64.)

India
Collaboration – industrial boilers. (E.S.B. 26286/64.)
Collaboration – agricultural machinery; engineering products. (E.S.B. 26508/64.)
Industrial developments. (E.S.B. 26420/64.)

Iran
Documentation of exports. (C.R.E. 737/8/G.)

Italy
Agency inquiry for air conditioning equipment; refrigeration equipment; heating installations. (E.S.B. 26530/64.)
Agency inquiry for costume jewellery; fancy goods. (E.S.B. 26498/64.)
Agency inquiry for men's raincoats. (E.S.B. 26460/64.)
Agency inquiry for camping equipment; chemical closets. (E.S.B. 26721/64.)

Jamaica
Agency inquiry for air compressors. (E.S.B. 27042/64.)
Agency inquiry for fish. (E.S.B. 26220/64.)
Agency inquiry for suitings. (E.S.B. 26465/64.)

Lebanon
Inquiry for machinery and materials. (E.S.B. 26490/64.)
Inquiry for paper mill plant and materials. (E.S.B. 26781/64.)

Libya
Inquiry for stationery goods. (E.S.B. 25793/64.)

Malaysia
Agency inquiry for boilers; kitchen and catering equipment; laundry equipment; sanitary and bathroom fittings; telecommunications equipment; TV and tape equipment. (E.S.B. 14285/64.)
Inquiry for foodstuffs. (E.S.B. 25790/64.)

Mauritius
Inquiry for cosmetics; drainpipes; sanitaryware. (E.S.B. 19009/64.)

Mozambique
Inquiry for cotton twine; fishing net making machinery. (E.S.B. 20736/64.)

New Zealand
Agency inquiry for marine engines. (E.S.B. 26732/64.)
Agency inquiry for sporting guns. (E.S.B. 26289/64.)

Nigeria
Manufacture under licence – plastics articles. (E.S.B. 14598/64.)
Market report on printing machinery. (E.S.B. 22193/64.)

Norway
Agency inquiry for castor oil. (E.S.B. 26672/64.)
Agency inquiry for clothing. (E.S.B. 26562/64.)

South Africa
Inquiry for leather; shoes and leather goods components. (E.S.B. 25703/64.)

Southern Rhodesia
Agency inquiry for casual and sportswear. (E.S.B. 26544/64.)

Sudan
Agency inquiry for building materials; foodstuffs; glassware; hardware; textiles. (E.S.B. 26717/64.)
Inquiry for printing machinery. (E.S.B. 26580/64.)

Sweden
Market report on office machinery. (E.S.B. 22107/64.)

Switzerland
Agency inquiry for perfumes; pharmaceuticals. (E.S.B. 25920/64.)
Agency inquiry for pumps. (E.S.B. 26709/64.)
Agency inquiry for pressure cookers. (E.S.B. 26906/64.)
Inquiry for letters and numbers for car plates. (E.S.B. 23610/64.)

Tanganyika
Agency inquiry for fancy goods; lingerie; novelties; women's dress materials. (E.S.B. 26578/64.)

Trucial States
Inquiry for suitcases. (E.S.B. 26587/64.)

Uganda
Inquiry for khaki drill; suitings. (E.S.B. 26480/64.)

United States of America
Inquiry for chemical compounds; cleaning materials; wire belt ties. (E.S.B. 24562/64.)
Inquiry for human plasma. (E.S.B. 26438/64.)
Inquiry for cabinet and storm door hardware. (E.S.B. 25862/64.)
Inquiry for skate wheels. (E.S.B. 26818/64.)
Inquiry for hospital and surgical labour-saving appliances. (E.S.B. 26535/64.)
Manufacture under licence – industrial processing. (E.S.B. 22586/64.)
Manufacture under licence – electronic equipment; loudspeaker; hi-fi receivers. (E.S.B. 26274/64.)
Manufacture under licence – adhesives; building materials; chemicals; machinery. (E.S.B. 21489/64.)

Various Countries
NATO infrastructure contract awards. (C.D. 2408/60.)

Venezuela
Inquiry for materials for powder puffs. (E.S.B. 26511/64.)

Windward Islands (Grenada)
Inquiry for foodstuffs; supermarket goods; textiles. (E.S.B. 26626/64.)

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Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Battery machinery for Bulgaria

A £75,000 battery equipment order has been received by Chloride Technical Services Ltd., Croydon, from Technoimport of Sofia. The contract covers two lead oxide production plants which will help to double the output of Bulgaria's largest battery manufacturing factory.

Switchgear for Australia

Two switchgear contracts together worth over £500,000 have been received by AEI Ltd., Manchester, from the State Electricity Commission of Victoria, Autralia.

Cine projectors exported

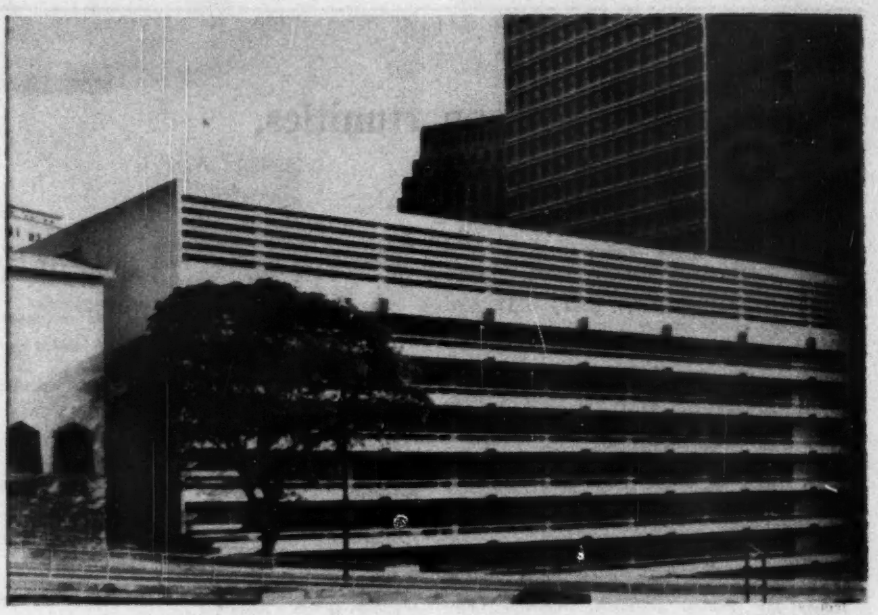
The Rank Organisation, London, have received orders worth £12,700 to supply projection equipment for installation in cinemas in Australia and Malaysia.

Spain buys letter sorter

An order for automatic letter sorting machines worth more than £250,000 has been placed by the Spanish government with Thrissell Engineering Co. Ltd., Bristol, following successful trials of one machine already installed.

Venezuelan pipe contract

Stanton and Staveley Ltd., Nottingham, have been awarded a further contract worth more than $500,000 for the supply of spun iron pipes and fittings to the Instituto Nacional de Obras Sanitarias, Caracas, for extensions to the water supply systems in the Maracaibo area.



Automatic switching equipment valued at £1¼ million has been supplied by Automatic Telephone and Electric Company Limited for Hong Kong's new Central telephone exchange which came into service on August 29. The exchange is on the top of a seven-storey car park, serving the business and commercial heart of Hong Kong. It has an immediate capacity of 24,000 lines and accommodation for a further 16,000 lines to meet future expansion.

Spanish housing schemes

Richard Costain (Construction) Ltd., London, in a joint venture with Hispano Alemana de Construcciones S.A., will construct about 1,000 houses with auxiliary buildings in La Linea and 60 houses in Barbate de Franco for Obra Sindical del Hogar y Arquitectura de la Organisacion Sindical. Total value of the contract is 292 million pesetas.

Dynamometers for Russia

An order for a further ten Froude hydraulic dynamometers has been placed by the USSR with Heenan and Froude Ltd., Worcester, at a value of £125,000.

Transmission for Japanese cars

Nearly £200,000 worth of automatic transmissions will be supplied by Borg-Warner Ltd., Letchworth, to the Nissan Motor Co. Ltd., Tokyo in the first phase of a contract.

West Africa orders trucks

British Motor Corporation Ltd., Birmingham, have received orders from their distributors in Ghana and Nigeria for medium and heavy trucks worth almost £530,000.

Turbo-generators for Australia

C. A. Parsons and Co. Ltd., Newcastle-upon-Tyne, have been awarded a contract worth nearly £3 million by the State Electricity Commission of Western Australia for the supply of 60 MW steam turbo-generator sets, together with condensing and feedheating plant.

Australian contract for painting machine

Drysys Equipment Ltd., London, export subsidiary of Carrier Engineering, have been awarded a contract for a Mark III Schweitzer painting machine for the Australian factory of Chrysler Motors Ltd.

Italy buys fibre plant

Humphreys and Glasgow Ltd., London, are to supply the Italian textile company of SpA Lysandra with plant for the production and spinning of Tacryl acrylic fibre at the rate of 7,000 tons per year.

Volta River farm mechanization

Massey-Ferguson (Export) Ltd., Coventry, have received an order for fifty 65 tractors and fifty 3-ton tipping trailers to be operated by the Volta River Resettlement Authority, Ghana, on behalf of the farmers in new townships to help them mechanize their farming methods.

Nigerian truck orders

AEC Ltd., London, have received repeat orders from Nigeria for £61,000 worth of trucks—14 Monarch medium weight four-wheelers, Marshal medium weight six-wheelers, Mammoth Major six-wheel and Mandator four-wheel heavy duty chassis.

A Wellman Smith 2-ton capacity mobile forging manipulator being driven aboard the m.v. Cerdic Ferry at Tilbury. It was driven from Belfast to Brno in Czechoslovakia, via the Transport Ferry Service's Larne-Preston and Tilbury-Rotterdam routes, for exhibition at the recent International Trade Fair.

Cobbs Corner Field, Heath Farm, Breachwood Green, Herts.

A year ago the gas underground grid was laid through here

There's nothing to see. And yet, just over a year ago, under this placid English field near Hitchin, the great new gas underground grid went on its way, ready to carry natural gas right through the centre of England.

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In today's high speed world... the gas industry thinks of tomorrow.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Translations of EEC and EURATOM Regulations

THE FOLLOWING further translations of EEC and EURATOM Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1:

EEC

Regulation No. 28/64 On determining the additional amount of levies on poultry eggs in shell. Price 3d.

Regulation No. 37/64 Fixing the upper and lower limits for national target prices of milk for the milk season 1964/65. Price 3d.

Regulation No. 40/64 Determining the additional amount of the levies on poultry eggs in shell. Price 3d.

Regulation No. 41/64 Fixing reference prices for plums. Price 5d.

Regulation No. 42/64 Fixing reference prices for peaches. Price 3d.

Regulation No. 43/64 Fixing reference prices for outdoor tomatoes. Price 5d.

Regulation No. 44/64 Fixing reference prices for cherries. Price 3d.

Regulation No. 48/64 Fixing the amount of charges for transport and frontier transit of certain dairy products. Price 8d.

Regulation No. 49/64 On the criteria for fixing the standard amounts for rice and brokens. Price 5d.

Regulation No. 50/64 On the scale of premiums applicable to imports of rice and brokens. Price 8d.

EURATOM

Regulation No. 2/64/EURATOM To adapt some of the percentage factors employed in adjustment of officials' remunerations and pensions. (This Regulation has also been published as Regulation No. 58/64 of the European Economic Community.) Price 5d.

FRANCE

Liberalization of imports

THE FRENCH *Journal Officiel* of August 29, announced the liberalization of rice (Tariff No. 10-06) when imported from and originating in the member countries of the former Organization for European Economic Co-operation, their dependent overseas territories, the United States and Canada. This follows the decision of the Council of the European Economic Community to introduce the common agricultural policy for rice as from September 1. (See *Board of Trade Journal* of September 18, p.654).

The list of non-liberalized items published in the *Board of Trade Journal* of August 14 should be amended by deleting item 10-06, on page 359.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ITALY

Increase in General Turnover Tax and Compensation Tax

THE ITALIAN GOVERNMENT in a Decree Law which came into force on August 31, announced an all-round increase of 20 per cent in the General Turnover Tax, and also in the Compensation Tax on imported products. The rates of refund to exporters will similarly be increased.

The following categories of goods are exempted from the increase: dairy products; vegetables; fruits; fish; eggs and poultry; meat; rice; wine; fertilizers; industrial seeds and forage; agricultural machinery; and petrol. Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, E.C.4. Tel. City 5757, Ext. 450.

SPAIN

Opening of global quotas

THE LIST OF SPANISH global quotas for 1964 was published in the *Board of Trade Journal* of February 21, pages 430 and 431.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Pesetas	
18	Condensation, polycondensation and polyaddition products	90,000,000	October 1
19	Polymerization and copolymerization products, artificial plastic materials, cellulose ethers and esters and artificial resins, non-liberalized and not included in other quotas	81,000,000	October 1

IRISH REPUBLIC

Duty imposed on some meat preparations

IT HAS BEEN announced that the Government of the Irish Republic have made an Order entitled the Imposition of Duties (No. 144) (Meat Preparations) Order, 1964. The effect of the Order which came into operation on September 15, is to impose a Customs duty of 5s. per lb. on all imports of preparations derived partly from meat which are substitutes for the meat extracts and meat juices falling with Customs tariff heading No. 16.03 and materials for the manufacture of any such preparations.

CANADA

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Hydraulic directional control valve 4 way series type for such applications as road machinery, excavating machines and similar type

(*Continued on page* 713)

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	FIJI	INDIA
	GERMANY	INDONESIA
	GREECE	ITALY
JAPAN	NORFOLK ISLAND	THAILAND
MALAYSIA	PAKISTAN	TURKEY
MAURITIUS	PHILIPPINES	UNITED KINGDOM
NEW CALEDONIA	SOUTH AFRICA	U.S.A.
NEW ZEALAND	TEHERAN	

QANTAS EMPIRE AIRWAYS LIMITED, in association with Air India and BOAC

A12.99K

of mobile equipment requiring double acting valve control.
(Ruling effective October 16, 1964)

Textile beams of metal for use in the knitting, weaving and tyre cord industries, except:

1. textile beams of steel.
2. textile beams of aluminium having a flange diameter of 21 inches or over and capable of withstanding the pressure exerted by nylon yarn, when fully loaded.

Note: Memorandum D51-5-1 February 25, 1959 – In so far as it affects textile beams is hereby superseded.

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-22-1 and D51-5-1, dated September 15, 1964.

JAMAICA

Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by the addition of the following new items:

77. Brake lining and bonded brakes
78. Carved curios of wood (including bowls, plates and heads)

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

ARGENTINA

Modifications to import lists

ARGENTINE Ministry of Economy Resolutions Nos. 1808, 1809 and 1810 of August 31, 1964, modify as follows the lists attached to Decree No. 5439/59 (as amended by Decree No. 448/64):

Tariff No.	Item
	Resolution No. 1808
3034/52	Woollen or mixed woollen fabrics, excluding those mentioned in other lists. The text of this item in Annex III of Decree No. 448/64 is hereby modified to read as follows: Woollen or mixed woollen fabrics, excluding those of industrial and/or technical use.
	Resolution No. 1809
4033/5	Golf clubs and hockey sticks. This item is hereby removed from Annex III of Decree No. 448/64.
4033/5	Golf clubs. This item is hereby included in Annex III of Decree No. 448/64.
4033/5	Hockey sticks. This item is hereby included in Annex II of Decree No. 448/64 (200 per cent surcharge).
4038	Balls made of leather. This item is hereby removed from Annex III of Decree No. 448/64.
4038	Balls made of leather excluding hockey balls. This item is hereby included in Annex III of Decree No. 448/64.
4038	Hockey balls. This item is hereby included in Annex II of Decree No. 448/64 (200 per cent surcharge).
	Resolution No. 1810
4465/7	Imitation jewellery. This item is hereby removed from Annex III of Decree No. 448/64.
4465/7	Imitation jewellery, excluding glass beads. This item is hereby included in Annex III of Decree No. 448/64.
4465/7	Glass beads. This item is hereby included in Annex II of Decree No. 448/64.

Exemption from import tax

HM EMBASSY at Buenos Aires report the issue of Argentine Government Decree No. 5597 of July 28, 1964. This Decree exempts from the payment of the import tax of five per cent referred to in Decree No. 340/63 (see the *Board of Trade Journal* of December 13, 1963, page 1345) all items destined for aircraft activity, the import of which are not subject to surcharges by virtue of Decree No. 14760/60 (see the *Board of Trade Journal* of January 6, 1961, page 45). This exemption dates as from September 2, 1964.

COLOMBIA

Import duty reductions

THE BRITISH EMBASSY in Bogota reports that resolution No. 001 of the Colombian Consejo Nacional de Politica Aduanera dated August 14 reduces import duties on whisky and gin as follows:

Item No.	Description	Duty
157	Spirits of all kinds: (c) Other (Whisky, gin, etc.): (1) In containers holding more than five litres . . .	6 pesos per litre plus 25% *ad val.* c.i.f.
	(2) In other containers	6 pesos per litre plus 25% *ad val.* c.i.f.

By the same resolution, import duties on cigarettes were fixed as follows:

172	Manufactured tobacco: (c) Cigarettes: (1) Virginia tobacco	7·50 pesos per kg. gross plus 10% *ad val.* c.i.f.
	(2) Black tobacco	20 pesos per kg. gross plus 50% *ad val.* c.i.f.

The resolution comes into force 90 days from its date of publication. The reduction in duties is made effective gradually over a period of ten months at 10 per cent per month.

COSTA RICA

Amendments to rates of consumption tax

BY DECREES of August 30, 1964, the consumption tax in Costa Rica on the following items has been amended (see *Board of Trade Journal* July 24, 1964, page 206):

Decree No.	Description	Tax
		Colons
39	Refrigerators and deep freezers: Up to 5 cu. ft. . . . . each	150·00
	Over 5 cu. ft. up to 7½ cu. ft. . . . . each	225·00
	Over 7½ cu. ft. up to 10 cu. ft. . . . . each	300·00
40	Delivery vans ("vehiculos Panel") which are converted locally into Station Wagons will pay a consumption tax equivalent to 50% of the tax laid down by Decree No. 25 of June 1964 . each	1,000·00 3,250·00

Anglo-Venezuelan Trade Association address

THE ADDRESS of the Anglo-Venezuelan Trade Association and the British Trade Promotion Centre in Venezuela, shown in the *Board of Trade Journal* of August 21, page 416, should read:—

Apartado del Este 5713,
Edificio La Estancia, Piso 12,
Avenida La Estancia No. 10,
Chuao, Caracas.
(*Cable address: Britrade, Caracas.*)

A BARGAIN — new Ready-Made Company registrations £25 complete—all trades and professions. Also rapid company formation service under supervision of Mr. T. A. Herbert, LL.B. Send for "Advantages of Trading as a Limited Company" 3/- post free.

Business Economy
(Dept. A/92), 156 Strand, London W.C.2, TEM 8377/2294; and 19 Walker Street, Edinburgh 3, CAL 1167.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER AND PAPERBOARD, otherwise classifiable under Tariff Item 335 (G) (2) (c), 335 (G) (4), 335 (G) (5), 335 (G) (6) or 335 (G) (7) as follows: Irrespective of weight: Cast coated but Tariff Item 335 (G) (1) (c) applies to such goods provided they are in direct transit to Australia on September 3, 1964, and entered for home consumption on arrival; or in bond in Australia on September 3, 1964, and entered for home consumption on or before October 5, 1964.	335 (G) (2) (c), 335 (G) (4), (G) (5) and (G) (6)	Various

Tariff changes

CHANGES HAVE BEEN MADE in the Australian Tariff affecting the rates of duty payable on (a) chain hoists and chain pulley blocks (b) drawing instruments and protractors (c) internal combustion engines and (d) road rollers.

Full details of these changes will be published as soon as possible and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

LAOS

British Government Aid

AN EXCHANGE OF NOTES took place on August 18, 1964, in Vientiane to bring into effect the second year of the British Programme of Aid for Sponsored Commodity Imports for Laos. This amended the original Note of May 17, 1963, by varying the list of goods which may be imported during the second year of the programme (details of which were published in the *Board of Trade Journal* for July 24, 1964) and by modifying the original procedure.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2227), quoting reference CRE 68/4/64.

JAPAN

Reduction in import collateral deposit

THE JAPANESE GOVERNMENT have announced reductions in import collateral on the following items, effective from September 1, 1964:

	New rate	Previous rate
Cotton	1%	5% Cash
Wool and other animal hair for the manufacture of textiles	"	"
Kraft pulp, sulphite pulp and cotton linter pulp	"	"
Natural rubber, rejuvenated rubber, waste rubber and old rubber	"	"
Pearl essence	"	"
Shells	"	"
Hog bristle, badger bristle, and the like, for the manufacture of brushes including writing and paint brushes	"	"
Cultured pearls	"	"
Captrolactum and Cyclohexane	"	"
Silk waste	"	"
Dyestuffs	"	"
Raw materials for the manufacture of assorted and mixed feed (Indian corn, kaoliang, wheat bran, rice bran, fish cakes, etc.)	"	"
Potassic manure	"	"
Phosphate ore	"	"
Antimony ore	"	"
Stick lac	"	"
Synthetic fibre waste	"	"
Sisal hemp fibre	"	"
Peptone, egg white and albumen	5% Cash	35% Cash
Zein (protein)	"	"
Culture media of micro-organisms	"	"
Preparations for use in diagnosis	"	"
Dextrin	"	"
Natarium heparin	"	"
Musk, 'Goo', cloves, nutmeg, pepper, etc.	"	"
Artificially crystallized crystal	"	"
Water paint suitable for use in the finishing of leather	"	"
Condensed forms of sulphite pulp waste liquid	"	"

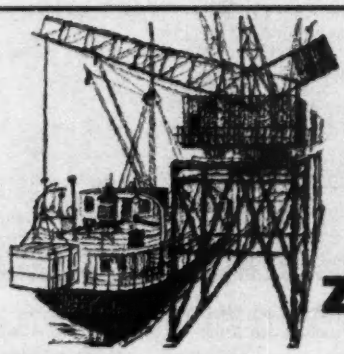
Note: The '1%' in the new collateral rate column means a collateral in cash or in other forms

MALAYSIA (THE STATES OF MALAYA)

Exemption from customs duty

THE BOARD OF TRADE have received a copy of the Malayan Customs Duties (Exemption) (Amendment) (No. 3) Order, 1964. Part I of the Schedule to the Customs Duties (Exemption) Order, 1959, is

(*Continued on page* 716)



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Bank of New Zealand
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London Main Office: 1 Queen Victoria Street, EC4
Piccadilly Circus Office: 54 Regent Street, W1
Haymarket Office: 30 Royal Opera Arcade, SW1
Head Office: Wellington, New Zealand

Wanted STOCKS for CASH

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

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29/35 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.8
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W. Wingate & Johnston Ltd.

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,,	6 Burrell Street	,,
,,	13a Bruton Place	,,
,,	59/62 Ewer Street	,,
,, (Airport)	Queen's Building	'STONJOHN'
,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
,, (Airport)	Air Cargo Building	'WINGAIR'
MONTREAL	300 St. Sacrement	'GATESTON'
NEW YORK	11 Broadway	'PENWINGATE'

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We're thinking of setting up in Australia

Many expanding U.K. firms have already done so, helped more often than not by Australia and New Zealand Bank. And to other manufacturers contemplating the same development, the Bank will gladly give similar assistance. A valuable introduction to such a move is provided by the Bank's 70-page book *Establishment of Industry in Australia*, produced especially for industrialists who may be considering that country as a further base for their company's operations.

Subjects include company formation, market potential, taxation, labour, transport, power supplies, tariff protection and local regulations. We shall be pleased to send you a free copy if you write to

AUSTRALIA AND NEW ZEALAND BANK LIMITED

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CORNHILL, LONDON EC3. TELEPHONE: AVENUE 1201

MALAYSIA, *continued*

hereby amended by adding thereto immediately after item 65 the following item:

Item No.	Persons exempted	Goods exempted	Conditions	Certificate to be signed by
66	Any bona-fide manufacturer	Hydrocarbon solvents	(i) That the hydrocarbon solvents are for industrial purposes in the States of Malaya; (ii) That prior approval of the Comptroller must be obtained on every occasion the goods are to be purchased or imported; (iii) That the quantity shall be as permitted by the Comptroller from time to time; (iv) that the manufacturer keeps such account of their use as the Comptroller may direct.	The person approved by the Comptroller.

Hints to businessmen: Australia, Malaysia, Brunei, Philippines

REVISED EDITIONS of the booklets on Australia and Malaysia, Brunei and the Philippines have been published in the *Hints to Business Men* series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F.56, Hillgate House, 35 Old Bailey, London, E.C.4, Tel.: City 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

HULL

for expanding industries

Is your production capacity stretched to the limit? Then build your new factory at Kingston upon Hull, where seven miles of docks along the north bank of the Humber provide first-class facilities for the import of raw materials and the export of manufactured goods.

Hull stands third among all British ports for total value of inward and outward cargoes handled annually, and its geographical position makes it the country's natural gateway to the growing markets of Europe.

Hull (population over 300,000) is also a major manufacturing centre in its own right. Many of its industries have been established in the city for generations; others have moved in during recent years—and there is room for more.

Sites and labour for new factories are available, with water and all other essential services in plentiful supply. Road and rail communications are good, and the port is the ocean terminal for a 450-mile network of inland waterways.

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For publications and further information write to

The Town Clerk, Guildhall, KINGSTON UPON HULL

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

ON PAGE 660 of the *Board of Trade Journal* of September 18, two customs tariff applications were listed for increases in duty on:

1. (A) (i) (5-Nitrofurfuraldehyde semi-carbazone)
(ii) (3(5-Nitrofurfurylideneamino)oxazilidin-2-one)
(iii) (1-(5-Nitrofurfurylideneamino)hydantoin)
(B) preparation and mixtures containing 0·1% or more of the chemicals in (A) above and
2. Vinyl chloride polymer or copolymer not exceeding 0·009 inch in thickness from 20% *ad valorem* to:

	Intermediate Duty	Maximum Duty
(A) Unprinted (whether or not embossed)	20%	30%
with a minimum per square yard of	2½ cents	3½ cents
(B) Printed	20%	30%
with a minimum per square yard of	4 cents	6 cents

Where British trade organizations are thought to be interested in the above applications they are being informed and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 12351/64; (2) CRE 12349/64.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL in Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by October 19.

District of Lourenço Marques

Manilal Vassanji Dessai or Manibhai Kashanji Naik, Girjashanker Jagjivan Jani, Chaganlal Laxmidas, Vassan Dayal, Lallubhai Hari, Morar Karsam, Javerbhai Lalubhai, Hirji Pitambar, Vajiyaben Lallu Vallabh, Abba Valy Mahomed, Keshavji Varma

District of Zambezia

Esmail Mussa

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

GHANA

Notice to manufacturers' agents and commission agents

THE FOLLOWING NOTICE appears in the Ghana *Commercial and Industrial Bulletin* dated August 28, 1964.

Manufacturers' Agents and Commission Agents in Ghana are hereby requested to submit to the Controller of Imports and Exports, Ministry of Trade, P.O. Box M.47, Accra, the following particulars:

(i) Certificate of Registration of the firm with the Registrar-General's Department, Accra, and list of partners.
(ii) Names and Addresses of their overseas Principals and/or Manufacturers on whose behalf agency agreement is held or with whom agreement has been executed.
(iii) Original or photostat copies of Agency Agreements entered into between the agents and their Principals, if any.
(iv) Length of period of agencies held.
(v) Nationality of Partners in the firm.
(vi) Names and Addresses of Bankers in Ghana and overseas.
(vii) Name and Address of Auditors in Ghana.
(viii) Latest audited Balance Sheet; Trading and Profit and Loss Account.
(ix) Commission earned during fiscal year 1960-61, 1961-62, 1962-63 and 1963-64.

These particulars should reach the Controller of Imports and Exports not later than Friday, September 25, 1964.

LEBANON

Customs tariff amendments

THE FOLLOWING amendments have been made to the Lebanese customs tariff:

Heading No.	Description of goods	Basis for collection	Normal tariff
38.11	Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers):		
	(a) No change.		
	(b) Products for the destruction of insects harmful to mankind:		
	(1) In tins filled by pressure (Aerosol) . .	*Ad val.*	25%
	(2) Other	*Ad val.*	Exempt
	(c) No change.		
51.01	Yarn of man-made fibres (continuous), not prepared for retail sale:		
	(a) No change.		
	(b) Other:		
	(1) Mixed with wool at a rate not exceeding 20% by weight and containing no other textile material at a rate exceeding 5% by weight	*Ad val.*	Exempt
	(2) No change.		
56.05	Yarn of synthetic and man-made fibres (discontinuous or waste), not prepared for retail sale:		
	(a) No change.		
	(b) Other:		
	(1) Of synthetic fibres mixed with wool at a rate exceeding 20% by weight and containing no other textile material at a rate exceeding 5% by weight . .	*Ad val.*	Exempt
	(2) Of man-made fibres mixed with wool at a rate exceeding 20% by weight and containing no other textile material at a rate exceeding 5% by weight . .	*Ad val.*	20%
	(3) No change.		
*74.04	Wrought plates, sheets and strip, of copper of a thickness exceeding 0·15 millimetres:		
	(a) Square or rectangular, and discs, not further worked than heated, rolled or beaten . .	*Ad val.*	11%
	(b) No change.		
*75.03	Wrought plates, sheets and strip, of nickel; nickel foil; nickel powders and flakes:		
	(a) No change.		
	(b) Plates, sheets and strip, of square or rectangular shape, and discs, merely heated, rolled or beaten	*Ad val.*	11%
*76.03	Wrought plates, sheets and strip, of aluminium of a thickness exceeding 0·15 millimetres:		
	(a) Square or rectangular:		
	(1) No change.		
	(2) Plates and sheets, not further worked than heated, rolled, beaten or polished, of a thickness of 0·3 millimetres and more .	*Ad val.*	20%
	(Rest unchanged.)		
*78.03	Wrought plates, sheets and strip, of lead, weighing more than 1,700 grammes per square metre:		
	(a) Square or rectangular, and discs, not further worked than heated, rolled or beaten . .	*Ad val.*	11%
	(b) No change.		
*79.03	Wrought plates, sheets and strip, of zinc; zinc foil; zinc powders and flakes:		
	(a) No change.		
	(b) No change.		
	(c) Plates, sheets and strips, square or rectangular, and discs, not further worked than heated, rolled or beaten	*Ad val.*	11%

* The amendment here is simply the addition of the word 'heated' in each sub-item.

Any inquiries about this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460-462).

KUWAIT

Adoption of the metric system of weights

AS STATED in the *Board of Trade Journal* on July 26, 1963, the Kuwait municipality announced the introduction of the metric system of weights in Kuwait with effect from January 1, 1964.

The Kuwait municipality have now stated that all imports of tinned and bottled goods must show, on each individual tin or bottle, the details of weight in kilogrammes. This requirement will be obligatory with effect from January 1, 1965.

On the conversion of larger weights to the metric equivalent, rounding up to weights over half a kilo and rounding down to weights less than half a kilo will be acceptable.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877. Ext. 2221). Quoting reference C.R.E. 8603/63.

IRAN

Authentication of commercial invoices and other documents

A NOTICE concerning authentication of certificates of origin by the Iranian Embassy was published in the *Board of Trade Journal* on July 24, 1964.

The Iranian Embassy have now announced that with effect from October 1, 1964 no commercial invoices can be accepted for authentication by the Embassy unless they bear the following statement:

'We certify that the prices quoted in this invoice are correct and in accordance with the Special Distributor's Price List of Iran.

'We hereby assume and accept full responsibility for this statement.'

The statement should be signed by an authorized signatory prior to authentication of the documents by the local Chamber of Commerce.

Exporters are reminded that any document presented for authentication by the Iranian Embassy must be submitted in duplicate, both copies being authenticated by the same authorities.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221) quoting reference CRE 757/G/8.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

AIR FREIGHT BY AUA TO VIENNA

Direct freighter services twice weekly from London

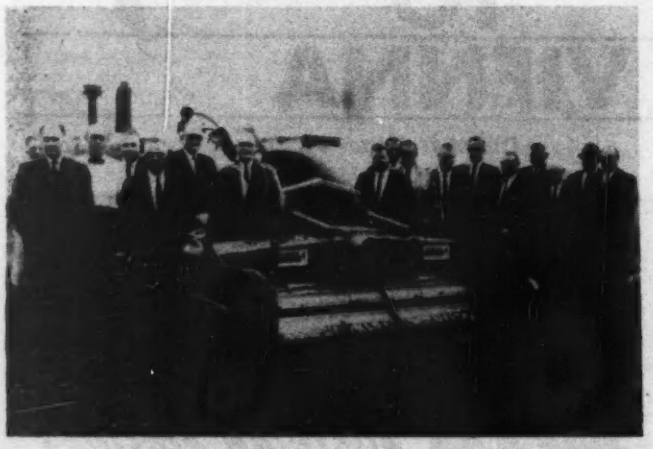
Consignments are also carried on AUA's frequent passenger services from London via Vienna to major cities in Western and Eastern Europe and the Middle East. Air Freight not only saves time but is less expensive than is often imagined.

AUA AUSTRIAN AIRLINES

Quotations from your IATA Forwarding Agent or
AUSTRIAN AIRLINES Building No. 1
Room 2066, London (Heathrow) Airport
Skyport 4321 Ext. 5690

Export activities

One of the first overseas consignments of packaging board by Thames Board Mills Ltd., en route for the Continent. This is destined for conversion into deep-freeze cartons for Iglo. The delivery service is door to door. Lorries are loaded at Purfleet and unloaded at their Continental destination. Here, backing onto the Ferry at Tilbury is one of three British Road Ferry Service lorries carrying 40 tons of Thames solid white board bound for the conversion factory in the Netherlands.



The newest Howard Rotavator Model M-120 being presented to some Howard Rotavator Midwest distributors in Northern Illinois, one of a series of presentations being made by the United States subsidiary company of Howard Rotavator Co. Ltd., to introduce their latest model to distributors and dealers throughout the country. The machine has been designed and is being built at West Horndon, Essex, with the United States market in mind.

British Chambers of Commerce Overseas

(Telegraphic Addresses follow in italic)

ARGENTINE – British Chamber of Commerce in the Argentine Republic, Bartolome Mitre 441, Buenos Aires. *'Cambrit', Baires.*
BELGIUM AND LUXEMBOURG – British Chamber of Commerce for Belgium and Luxembourg, 204 Rue Royale, Brussels. *Brichacom.*
BRAZIL – British Chamber of Commerce in Brazil (Inc.), Rua da Conceicao 105, 22nd Floor, Groups 2201-2203, Rio de Janeiro, Caixa Postal 56-2C.-00, Rio de Janeiro. *Chambrit, Rio de Janeiro.*
British and Commonwealth Chamber of Commerce in Sao Paulo, Rua Barao de Itapetininga 275-7, Sao Paulo, Caixa Postal 1621, Sao Paulo, *Britchamb, Sao Paulo.*
CHILE – British Chamber of Commerce in the Republic of Chile (inc.), Bandera 227-4, Piso-Of. 11/12, Casilla 536, Santiago. *Chambrit, Santiago.*
EGYPT – British Chamber of Commerce of Egypt (evacuated), 16 Catherine Place, London, S.W.1.
FRANCE – British Chamber of Commerce, France (Inc.), 6, rue Halevy (Place de l'Opera), (Paris 9e). *Britcomerce.*
Marseilles Regional Council of the British Chamber of Commerce, 2 rue Beauvau, Marseilles (1er) B.du R.
Bordeaux Regional Council of the British Chamber of Commerce, 25 Cours du Marechal Foch, Bordeaux.
GERMANY – British Trade Council, The Secretariat, c/o Commercial Department, British Embassy, Bonn.
GREECE – British Hellenic Chamber of Commerce, 23 Amerikis Street, Athens.
INDONESIA – British Chamber of Commerce in Indonesia, Kali Besar Barat 1 (Second Floor), P.O. Box 543, Djakarta-Kota.
IRAQ – British Commercial Society in Baghdad, P.O. Box 43, Baghdad.
ISRAEL – Anglo-Israel Chamber of Commerce (Israel), 82 Allenby Road, Tel-Aviv. P.O. Box 1127, Tel-Aviv.
ITALY – British Chamber of Commerce for Italy, 1/3 Via Tarchetti, Milan. *Britaly, Milan.*
JAPAN – British Chamber of Commerce, c/o Price Waterhouse & Co., Naka 9th Building, 14 Marunouchi, 2-Chome, Chiyoda-ku, Tokyo. P.O. Box 797, Central, Tokyo.
MEXICO – British Chamber of Commerce in Mexico, Plaza de la Republica 43-303, Mexico 1, D.F.
MOROCCO – British Chamber of Commerce for Morocco, Place du 16 Novembre, Casablanca. *Britcommer.*
NETHERLANDS – Anglo-Dutch Trade Council, 45 Raamweg, The Hague.
PORTUGAL – British Chamber of Commerce in Portugal, Rue Victor Cordon 4, Lisbon, 2.
Madeira – British Chamber of Commerce Inc., 13 Rua 5 de Janho, Funchal.
SPAIN – British Chamber of Commerce for Spain, Marques de Valdeiglesias 3, Madrid, 14 *and* Paseo de Gracia 11, Barcelona, 7. *Britcom.*
Canary Islands – British Chamber of Commerce Inc., P.O. Box 72, Las Palmas.
SWEDEN – British-Swedish Chamber of Commerce in Sweden, Hovslagargaten 5b, Stockholm C.
SWITZERLAND – British Swiss Chamber of Commerce, 1 St. Peter Strasse, Zurich, 1, *and* 1 Galeries Benjamin Constant, Lausanne. *Britannica.*
THAILAND – British Chamber of Commerce, 1041/1 Silom Road, Bangkok.
TUNIS – British Chamber of Commerce, 7 Place de la Victoire, Tunis.
TURKEY – British Chamber of Commerce of Turkey, Necati Bey Caddesi 110, Buldanlioglu Han No. 2, Galata, Istanbul.
UNITED STATES – British-American Chamber of Commerce, 355 Lexington Avenue, New York, 17, N.Y. *Briemcha, New York.*
British-American Chamber of Commerce of the Pacific Southwest, 643 South Flower Street, Los Angeles, 13, California.
British-American Chamber of Commerce of the Midwest, Suite 935, 209 South La Salle Street, Chicago 3, Illinois.
British-American Chamber of Commerce, 310 Sansome Street, San Francisco, 4, California.
URUGUAY – British Chamber of Commerce, Calle Cerrito 420, P. 6 Esc. 605, Montevideo. *Britchamb, Montevideo.*

Further information about these Chambers of Commerce can be obtained from the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4. (Telephone City 7211.)

Principal Commonwealth Chambers of Commerce

AUSTRALIA – Associated Chambers of Commerce of Australia, 79 London Circuit, City Canberra, A.C.T. *Asbercom, Canberra.*
CANADA – Canadian Chamber of Commerce Inc., Room 530, Board of Trade Building, Montreal, 1. *Canchamber.*
CEYLON – Ceylon Chamber of Commerce Inc., Chamber of Commerce Building, P.O. Box 274, Colombo. *Chamber.*
CYPRUS – Cyprus Chamber of Commerce and Industry, Astir Building, Ariadnis Street 23a, P.O. Box 55, Nicosia. *Chamber.*
EAST AFRICA – Association of Chambers of Commerce and Industry of Eastern Africa, P.O. Box 470, Nairobi. *Aschamcom.*
FEDERATION OF MALAYA – The Federated Malay States Chamber of Commerce, P.O. Box 192, Hong Kong and Shanghai Bank Building, Kuala Lumpur. *Commerce.*
GHANA – Ghana National Chamber of Commerce, P.O. Box 2325, Accra.
INDIA – Associated Chambers of Commerce of India, Royal Exchange, Calcutta, 1. *Assocham.*
MALAWI – Malawi Chamber of Commerce, P.O. Box 153, Blantyre, Malawi.
NEW ZEALAND – Associated Chambers of Commerce of New Zealand, Dumbarton Building, 185 Willis Street, Wellington, *Vigilance.*
NIGERIA – Association of Chambers of Commerce in Nigeria, 35/37 Martins Street, P.O. Box 109, Lagos. *Commerce, Lagos.*
NORTHERN RHODESIA – Commercial and Industrial Association of Northern Rhodesia, P.O. Box 844, Lusaka, Northern Rhodesia.
PAKISTAN – Karachi Chamber of Commerce and Industry, Chamber of Commerce Building, Wood Street, Box No. 4833, Karachi, 2. *Assochap.*
SIERRA LEONE – Chamber of Commerce of Sierra Leone, P.O. Box 502, Freetown.
SOUTHERN RHODESIA – Associated Chambers of Commerce of Rhodesia, Chamber of Mines Building, 47 Gordon Avenue, Salisbury, S. Rhodesia, P.O. Box 1934.
WEST INDIES – Incorporated Chambers of Commerce of the British Caribbean, c/o Barbados Chamber of Commerce, Barbados.

Further information about the Chamber of Commerce movement in the Commonwealth can be obtained from Federation of Commonwealth and British Chambers of Commerce, 69 Cannon Street, London, E.C.4. (Telephone City 4444, Ext. 118).

British Business Organizations Overseas

AUSTRALIA – Australia/British Trade Association, 378 Bourke Street, Melbourne, C.1. *Ausbritman, Melbourne.*
CANADA – British Trade Centre, 100 University Avenue, Toronto. *Britcan, Toronto.*
British Trade Centre, Arrowhead Building, 2100 Drummond Street, Montreal. *Cabmavan.*
NEW ZEALAND – United Kingdom Manufacturers' and New Zealand Representatives' Association (U.K.M.A.N.Z.R.A.), 310 D.L. Building, Customhouse Quay, Wellington, C.1. *Transtrade.*
PERU – Peruvian-British Trade Centre, Camana 993, Fourth Floor, Lima.
SOUTH AFRICA – British Manufacturers' and Representatives' Association, 701/703 Southern House, corner Fox and Risik Streets, P.O. Box 3264, Johannesburg. *Union.*
VENEZUELA – Anglo-Venezuelan Trade Association and the British Trade Promotion Centre, Apartado Del Este 5713, Edificio Sokoa, Oficina 7, Plaza Chacaito, Caracas. *Britrade, Caracas.*

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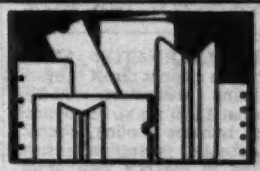

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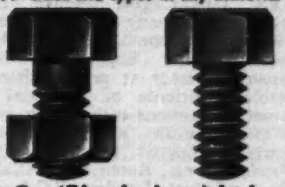

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WANTED. Manufacturers of waterproof sheets and covers, tents, sleeping bags, groundsheets, would like export inquiries. Russel Brand Mfg. Co., Darwin House, Darwin Street, London, S.E.17. Rodney 5753.

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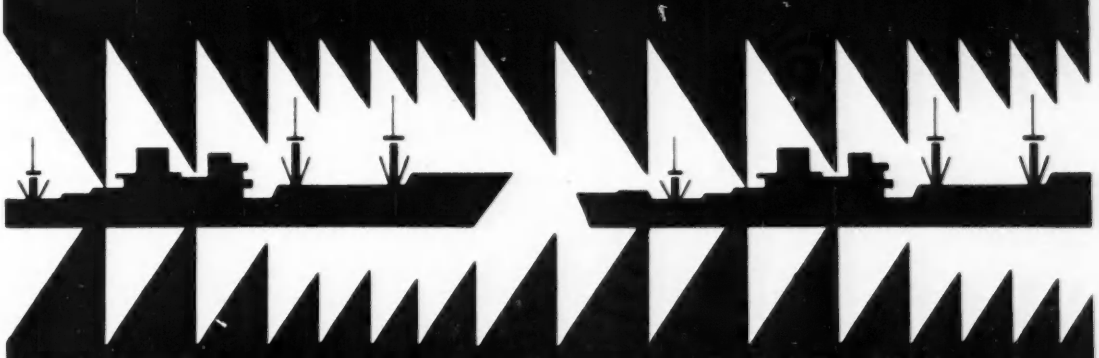

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Midland Bank

SPOTLIGHT ON OVERSEAS TRADE №4

The British Exhibition in Sydney, September 25–October 10, focuses attention on exports to Australia. Trading with Australia and New Zealand is the subject of the Midland Bank's pamphlet **'SPOTLIGHT ON OVERSEAS TRADE No.4'**

The Midland Bank issues **'SPOTLIGHT'** from time to time on matters of topical interest on overseas trade. Previous issues have dealt with trade with the U.S.S.R., Eastern Europe and China; changing tariffs and exports; and finance for exports.

Copies may be obtained from any of the Bank's 2,500 branches or

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